DEC 15 1911

NO TITLE-PAGE & INDEX IN VOL. 5

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While the Key is the Gear

Office Appliances

The Magazine of Office Equipment

Founded by Geo. H Patterson · Edited by Evan Johnson

254
223
15

DECEMBER, 1911

Office Appliance Co., 417 South Dearborn St., Chicago, Ill., Publishers.——Subscription Price, $1.50 a Year in United States and Possessions. Foreign $2.00 a Year

SINGLE COPIES, 20c

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The Biggest Adding Machine

"If you will build an adding machine to handle four separate sets of figures all at the same operation, part of them adding and part simply printing, we will buy four of them at $1,000 apiece."

That was the big problem which the Peoples' Gas Light & Coke Company of Chicago put up to the Burroughs Company in 1904.

It meant the construction of a 15-column quadruple split machine—then unheard of.

The Burroughs Company succeeded and the four machines were delivered, though the price was very much less than a thousand dollars apiece.

The machines made good and are now in use. They did much more than the original order demanded. They did all any of the ordinary adding machines had ever done, in addition to the enormous capacity and the quadruple-split feature.

In a similar way the Burroughs product has been developed until it now includes every size machine from a little six column machine to a big double-seventeen.

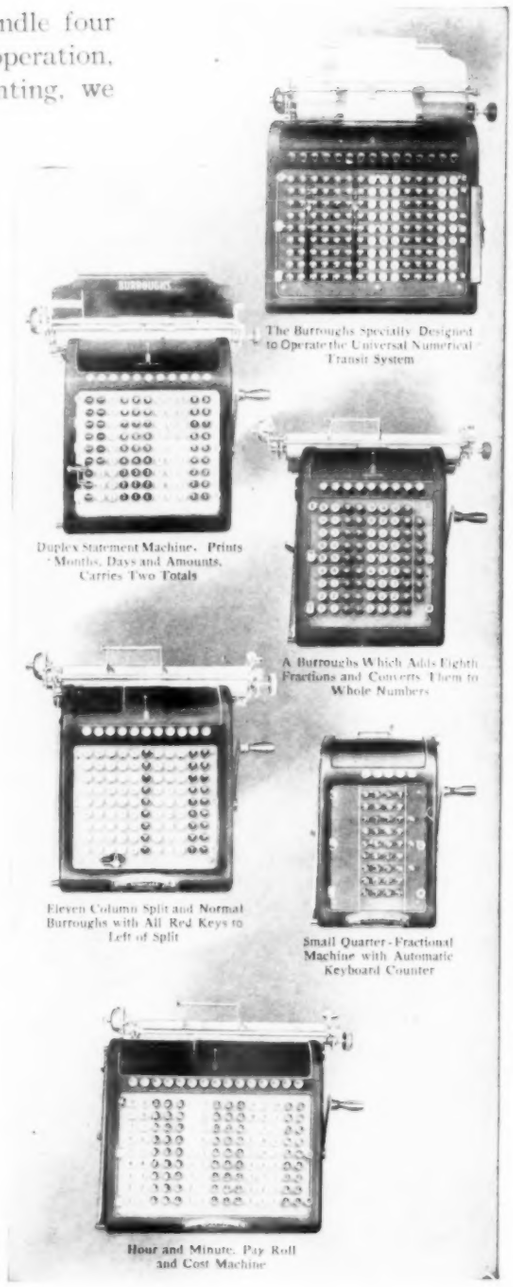
This latter machine has 17 columns, and can be split into divisions to handle several sets of figures, all adding or only a part of them adding, as desired. The Duplex feature on this same machine just doubles its capacity, making it equal to a 34 column adding machine.

This is only one of the stories behind the development of the Burroughs. During the first six months of 1911, Burroughs machines in 492 different styles and combinations of features were sold in every part of the world.

A Burroughs Salesman is ready to show any business man anywhere in the world, any kind of an adding machine—or to have a special kind of a machine built for the man who can't find what he wants in 492 styles.

There is a Burroughs for every business, and there is a Burroughs invention department of 97 men working out more improvements.

Ask for a confidential inquiry blank and let us tell you which machine you ought to see.



Burroughs Adding Machine Company

39 Burroughs Block, Detroit, Michigan

European Headquarterss, 76 Cannon Street, London, E. C. England

Offices in 122 American cities and in all the principal foreign cities.

3043 PERSONS

out of 5501 fail to distinguish new machines from

Ramer Remanufactured Typewriters

after a close inspection of both kinds put side by side in plain view and easy reach of everyone

A part of our display at the New York Business Show consisted of four typewriters set on tables close to the rail in plain view. Two of these typewriters were new and two were Ramer Remanufactured machines.

Visitors were invited to record a guess as to which were new and which were Ramer Remanufactured machines.

The guess cards were deposited in a strong box until the last night of the show, when the cards were assorted and counted.

The cards of those who guessed right were put in a separate box and the name of the fifth card drawn declared the winner of the machine which was offered as a prize. The lucky person was Miss Clara Stevens of Jersey City.

A committee composed of J. N Kimball, proprietor of Kimball's School, New York; C. H. Hunter, advertising manager of the Elliott-Fisher Co., Harrisburg, Pa., and Evan Johnson of Office Appliances, uncovered the serial numbers, audited the count and superintended the drawing.

It is a remarkable fact that 3043, or more than half, of those who recorded their guesses singled out the Ramer Remanufactured machines as the new typewriters

We have always maintained that few persons could tell Ramer Remanufactured Typewriters from new machines. This second test affords ample proof of our claim.

Dealers who want the best will see a profit pointer in the demonstration. The Ramer Remanufactured line includes every machine for which there is a demand. Full particulars and prices on request.

R REMANUFACTURED M TYPEWRITER R

WHOLESALE TYPEWRITER COMPANY

W. W. RAMER, President

314-16 Broadway - - - New York City, N. Y.

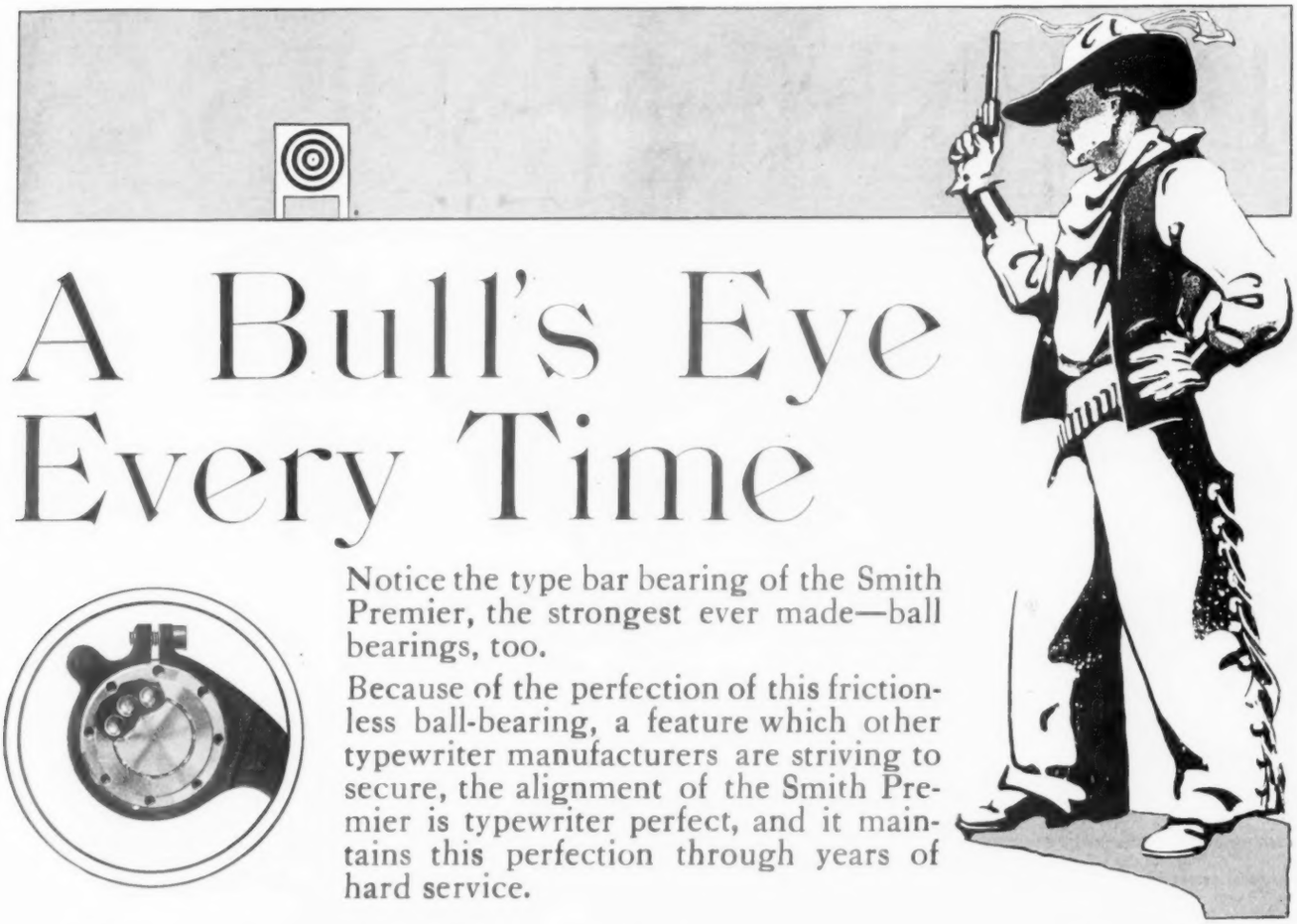
London Office: 136-137 Long Acre, W. C.

DERBY DESK DOCTRINE

"Turns Cost Into Profit"

Find out what the "Doctrine" will do for you.

DERBY DESK COMPANY BOSTON MASS.



A Bull's Eye Every Time

Notice the type bar bearing of the Smith Premier, the strongest ever made—ball bearings, too.

Because of the perfection of this frictionless ball-bearing, a feature which other typewriter manufacturers are striving to secure, the alignment of the Smith Premier is typewriter perfect, and it maintains this perfection through years of hard service.

Smith Premier

Every type in a Smith Premier Typewriter strikes the exact center of the printing point every time.

Investigate this feature of the Smith Premier Model 10 before you decide upon a typewriter.

Write for folders describing this and fourteen other exclusive Smith Premier advantages.

We manufacture ten different models of billing and bookkeeping machines to take care of all the known up-to-date business systems.

The Smith Premier Typewriter Company, Inc.

319 Broadway, New York

Branches Everywhere

DORNETTE DESKS

Our Latest Sanitary.

Are the

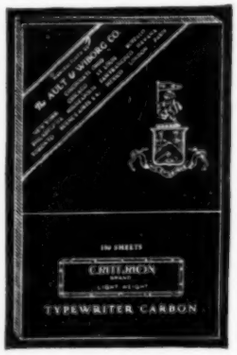
BEST SELLERS

Made of high-grade kiln-dried hardwoods with unequaled workmanship.

The J. Dornette & Bro. Co.

Cincinnati, Ohio

Send for Catalog and Get Acquainted



This is a GOOD Line

EVERY TYPEWRITER RIBBON and each Sheet of Carbon Paper Shipped out from The Ault & Wiborg Factory has been made with the definite intention of causing the person who may use that article to want more just like it.

If you are not handling the **A. & W. Line,** it would be mighty good business for you to secure samples and prices.

YOU'LL LIKE PROMPT SERVICE TOO

The Ault & Wiborg Company

Factory: Cincinnati, O.

NEW YORK, Cor Pearl and Elm Sts
CHICAGO, 383 Dearborn St.
ST. LOUIS, 322 No. Third St.
BUFFALO, 145-147 Ellicott St.
PHILADELPHIA, 1217 Cherry St.
MINNEAPOLIS, 729 Fourth St., South
SAN FRANCISC O, 545-547 Mission St.

TORONTO, CANADA, 19-23 Charlotte St.
HAVANA, CUBA, Calle Lamparilla 50
CITY OF MEXICO, Primera Calle de Lopez, Nos. 16-20
BUENOS AIRES, S. A., 1059 Calle Mejico
PARIS, FRANCE, 82 Quai de Jammapes
LONDON, E. C., ENGLAND, 4-5 St. John Square

Today

the Remington Typewriter Factory is working all day and all night, and is six thousand machines behind in its orders.

The extensive enlargements to this factory, recently completed, have already proved inadequate to supply the rapidly increasing demand for the Visible Remington Models, and contracts have just been let for another and even vaster addition to the works.

For 10 months of 1911 our business has been larger than for the whole 12 months of any year since the beginning. More than

Three=Quarters of a Million

Remington Typewriters are in use — more than any other make, and more than many others combined.

Today, as always, the bulk of the typewriting of the world is done on

Remingtons

Remington Typewriter Company

(Incorporated)

New York and Everywhere

Representative Dealers in Twenty-Six States

have investigated our claims during the last six weeks and are now carrying in stock the

Security OFFICE SAFE

This means that, for half the price of an old-style safe, they can now offer a new-style safe with twice the capacity and only about one-fifth the weight of a safe built in the old way. A sales-making combination.

In all sections of the country, wherever the Security Office Safe has been shown, its evident superiority, its superlative convenience and unrivaled fire protection value have convinced the really discriminating dealers.

The Security Office Safe is the best buy and the surest seller of the year. The dealer's profit is most attractive. Write to-day for our agency proposition.

FIREPROOF FURNITURE & CONSTRUCTION COMPANY
Dept. B, MIAMISBURG, OHIO

SELL JOHNSON CHAIRS ALL GRADES

from the cheapest to the most expensive. You will find our line is as complete as any in the West.

Through forty years of conscientious chair manufacture we have built an enviable reputation for good workmanship and square dealing. Call at our show rooms on the fourth floor of the new

KARPEN BUILDING

900 to 910 South Michigan Boulevard

Corner of Eldredge Place, Chicago

There you will find a large assortment of birch, oak, mahogany, walnut and Circassian walnut chairs in all the latest designs. There are cheap chairs and costly chairs; chairs for the office and for the home—in every conceivable design.

Catalog furnished on application to dealers only.
Address all correspondence to the factory.

JOHNSON CHAIR CO., 4401 W. North Ave., Chicago

Everybody Loves a Winner

Year after year, as steadily as clockwork, the

UNDERWOOD
Typewriter

demonstrates its superiority in speed and reliability by winning every typewriting contest in every class at the Annual Business Show, Madison Square Garden, New York City.

1911 RECORDS

World's Professional Championship (One Hour)

1st — UNDERWOOD	*H. O. Blaisdell*	112	words per minute
2nd— UNDERWOOD	*Florence E. Wilson*	111	" " "
3rd — UNDERWOOD	*Rose L. Fritz*	107	" " "
4th — UNDERWOOD	*E. A. Trefzger*	107	" " "
5th — UNDERWOOD	*J. L. Hoyt*	106	" " "

World's Amateur Championship (Thirty Minutes)

1st — UNDERWOOD	*Gus R. Trefzger*	98+	words per minute
2nd— UNDERWOOD	*Margaret B. Owen*	98	" " "
3rd — UNDERWOOD	*Bessie Friedman*	90	" " "
4th — UNDERWOOD	*Lottie E. Betts*	83	" " "

World's School Championship (Fifteen Minutes)

1st — UNDERWOOD	*William F. Oswald*	77	words per minute

World's Edison Transcribing Contest (Ten Minutes)

1st — UNDERWOOD	*Lottie E. Betts*	63	words per minute

NOTE—Above records are net. Five words were deducted for each and every error.

The Official Record of the *UNDERWOOD* for one hour's work is 26 words per minute greater than the best official record of any other competing machine.

Every *UNDERWOOD* used in above Championship Contest is a STOCK machine, an exact duplicate of which can be purchased in every large city in the world.

"The Machine You Will Eventually Buy"

Underwood Typewriter Company, Inc.
Underwood Building, New York

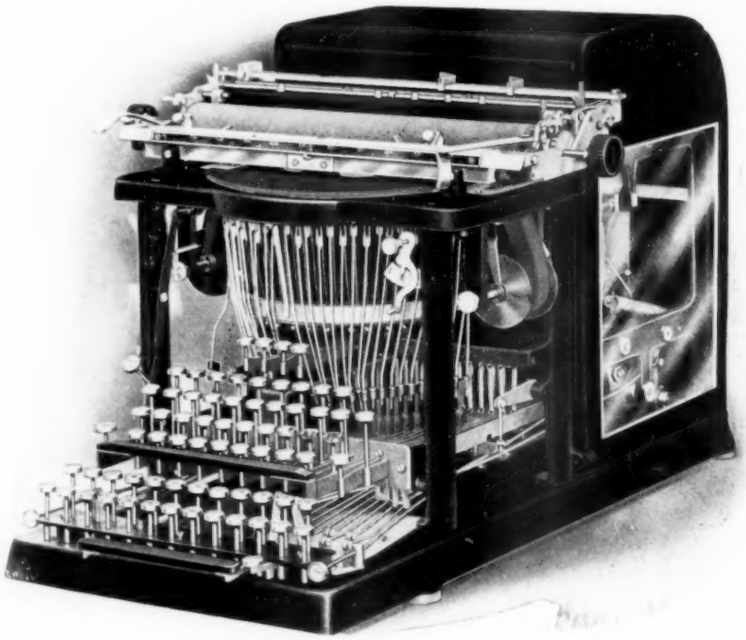
The Moon-Hopkins Billing Machine

Not a typewriter that merely copies the bill after the extensions are made, but a machine that makes the bill complete. It makes all calculations on any bill and prints all answers automatically. It totalizes the bill in one second after the last extension is made.

A complete bill can be figured and typewritten faster than it could be copied on an ordinary typewriter after the extensions are made.

A multiplying machine that automatically gives the total of all extensions. The only machine that can figure any bill and totalize it without the re-setting of amounts. Handles all fractions as easily as whole numbers, eliminates extra fractions and gives and takes the half cent.

In consequence of these wonderful features, the Moon-Hopkins Billing Machine has justly been called



"The Machine that Thinks"

We also make adding machines that multiply after the fashion of other adding machines by holding down the repeat key and pulling the handle. While this is amusing and is considered somewhat of a stunt by some people, these machines have no more chance in the field of competition with a Moon-Hopkins than the old fashioned method of setting type has with the modern typesetting machine.

Any machine that forms the product by any method, but does not automatically print it, cannot be relied upon, as mistakes will occur in copying, the products must be totaled when mistakes are liable to happen again in transposition of figures.

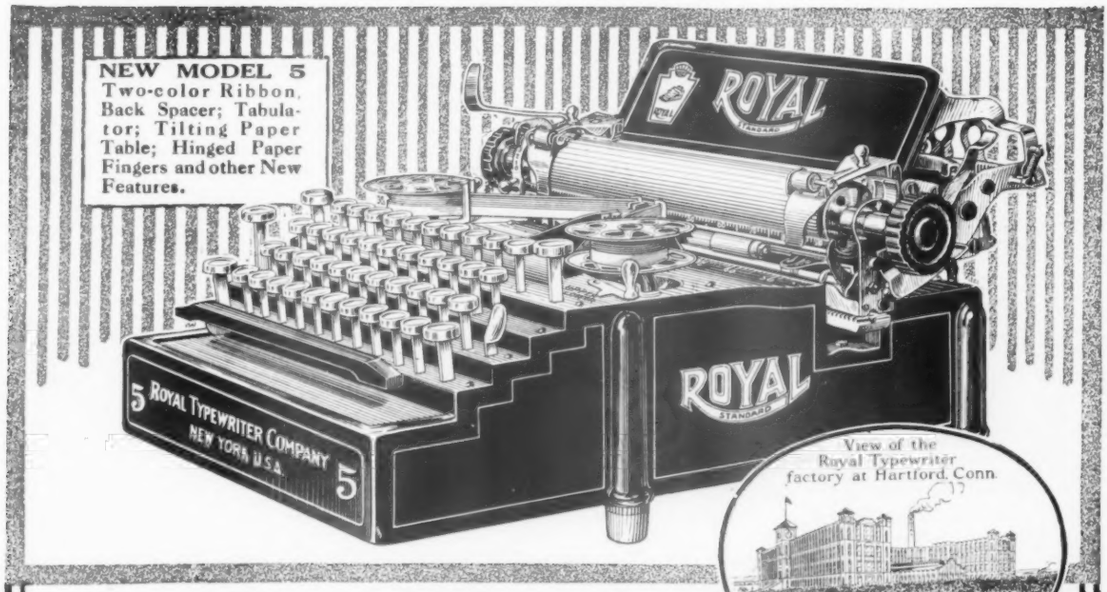
This does not happen with a Moon-Hopkins. The products are printed on paper as an adding machine prints a total, by merely pressing a key. These products accumulate in a separate department of the machine and are retained until the bill is finished. No chance for error in copying the amounts.

Moon-Hopkins Billing Machine Company

Office and Factory, 2235 O'Fallon St.
St. Louis, Mo.

660 Old Colony Building
Chicago, Ill.

CATALOGUE ON REQUEST



View of the Royal Typewriter factory at Hartford, Conn.

A NEW MODEL *of the* ROYAL STANDARD

Back of the Royal is one of the largest and most important typewriter manufacturing concerns in the world, with unlimited resources and ample ability, offering every advantage of dealing with a high-grade business institution.

THE Royal always has been abreast with the best; here is a new model which places it far in the lead. Read about Royal Model 5—every office manager, every stenographer, every up-to-date typewriter user!

Feature 1. **TWO-COLOR RIBBON DEVICE.** The only one that insures *perfect* two-color writing; over-lapping of colors impossible.

Feature 2. **TABULATOR.** An important improvement, perfected with usual Royal simplicity.

Feature 3. **BACK SPACER.** Touch the key and carriage draws back one space. A popular feature—convenient in billing, tabulating or correcting.

Feature 4. **TILTING PAPER TABLE.** Found only on Royal—gives instant access to all margin and tabulator stops; a time-saver and great convenience.

Feature 5. **HINGED PAPER FINGERS.** This feature, *exclusive* with Royal, permits writing to extreme of either edge of paper.

And so on through all the points of Royal supremacy—the direct vision of writing, making it the *one perfect visible writer;* the special facilities for quick and easy handling of the paper, the Royal type-bar accelerating principle, famous among typewriter men, a feature which is admitted to be the greatest single invention since typewriters began. *The Royal is the marvel among all typewriters* for durability, for ease and speed of operation, for alignment and manifolding power.

We Guarantee

That the Royal Standard Typewriter is made of the highest grade materials obtainable and by the most skillful workmen money can hire;

That it will do work of the best quality for a greater length of time at less expense for upkeep than any other typewriter, regardless of price.

ROYAL TYPEWRITER COMPANY

Write or 'Phone for "The Royal Book"

—one of the finest pieces of typewriter literature ever issued. 32 pages, beautifully printed and illustrated, and above all, interesting. It is *important* that you get "The Royal Book," whether you are in immediate need of a machine or not.

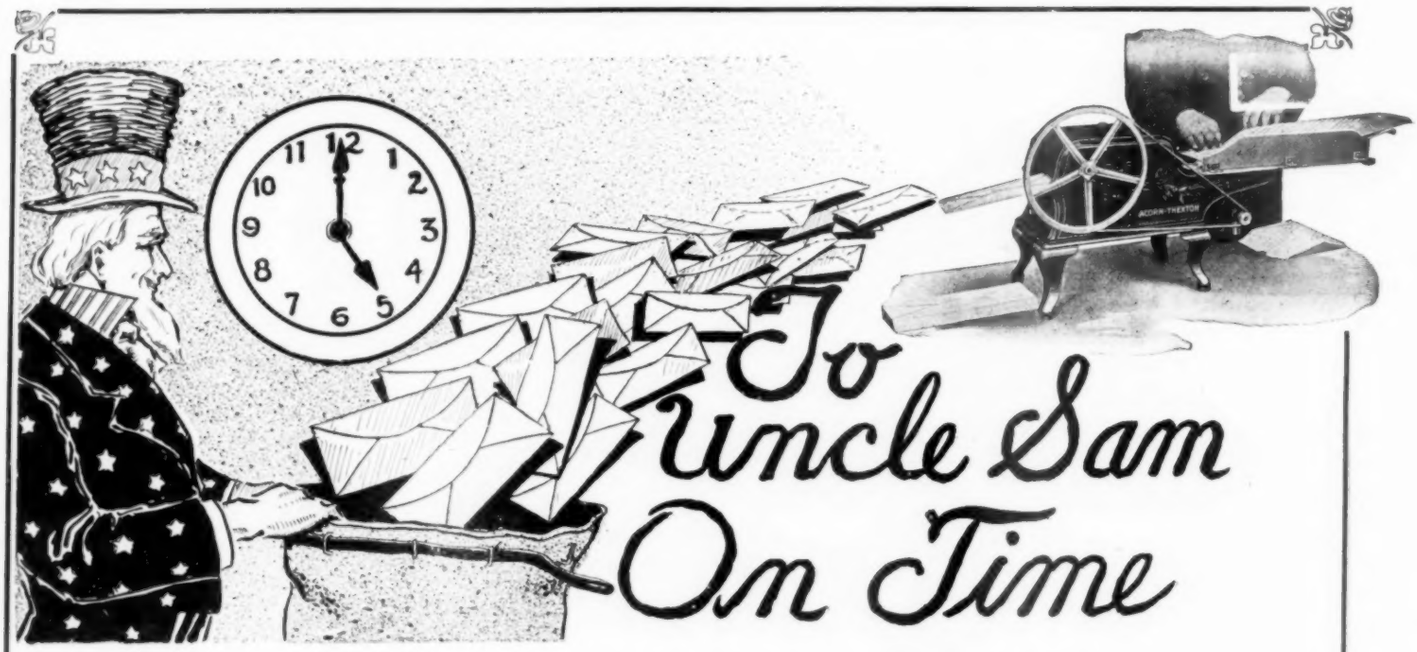
Read our Guarantee! That is the basis upon which we want to demonstrate the Royal to you. All we ask is an opportunity to give this machine a severe test in your own office on your own work, alongside of any other machine.

ROYAL TYPEWRITER COMPANY

Royal Typewriter Bldg.
New York

Principal European Office:
75-a Queen Victoria St., London

Branch Offices and Agencies in all Principal Cities of the World.



VIA THE ACORN ELECTRIC ENVELOPE SEALER

DOES your outgoing mail exceed 200 letters daily?

IF it does, we know that there are times when your institution suffers on account of "delayed mail"—the essence of many large contracts is "acceptance by return of post."

WHY not be as exact about closing up the day's work, as you are about beginning it? Have your correspondence sealed and ready to go when the whistle blows.

THE ACORN ELECTRIC ENVELOPE SEALER Model No. 4 puts an ends to mail worry. This neat—durable—accurate, time and labor saving device will seal any size envelope from a No. 6 to a No. 12, at the rate of 135 a minute—that's over 8,000 an hour. No soiling nor smearing of envelopes—most simple device to feed and handle.

10,000 of the largest representative and conservative institutions in the United States are using the famous ACORN SEALERS—that means 10,000 satisfied users.

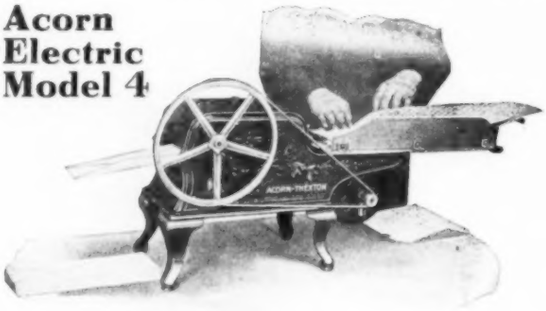
Our machine sells on merit and worth—satisfactory service every day in the year.

You can't equal our machine—compare it with others.

You can't equal our price—get other figures.

You can't equal our offer—READ IT ! ! !

Acorn Electric Model 4



PRICE $60.00

OUR REMARKABLE OFFER

We will ship to you on approval our ACORN ELECTRIC ENVELOPE SEALER, allowing you to use it for TEN DAYS. All we ask is that you give it a fair and impartial trial. Express charges allowed.

PRICE $60—OTHER MODELS $25 TO $40

ACORN BRASS MF'G. CO., AURORA, ILL.

SECOR

PERMANENT ALIGNMENT

Visible Writing.

Positive Type Bar Control — the "Why" of Permanent Alignment.

Inbuilt Decimal Tabulator and Billing Device.

Ribbon Feeds only when Type Bars Move — a Great Saver of Ribbons.

Removable and Reversible Platen.

Type Protector on Each Type Bar.

Line Finder at Printing Point.

Complete Keyboard Control that Makes for Speed.

Paragraphing Keys.

Back Space Key.

Automatically Reversed Two Color Ribbon.

Uniform, Light Touch.

Fast Escapement.

Automatically Adjusted Gear-Driven Carriage.

Removable Escapement.

Independent and Flexible Paper Feed.

The Secor Typewriter Co.,

General Sales Offices, 302-304 Broadway, New York

Chicago Office, 5 North Wabash Avenue

Factory at Derby, Conn., U. S. A.

A $35.00 Investment will start you in Loose Leaf

If you want to handle loose leaf goods profitably you need a complete line of samples so you can show your customer just what you are quoting on. No one cares to place an order from a catalog. Your salesmen cannot develop the proper enthusiasm when they are compelled to describe goods from an illustration—it is so much easier to hold the customer's attention with a well-bound sample showing the mechanism, etc. ¶ A line of samples showing every device in the

C. S. & R. B. COMPANY'S **DeLuxeLine** STANDARD LOOSE LEAF DEVICES

will give you as complete and attractive a display of loose leaf goods as it is possible to have. Having these handsome binders in your store is sure to create a favorable impression in the mind of your customer. To enable every dealer to have the De Luxe Line samples we have decided to offer them at the low price of $35.00, representing only the actual cost of the goods. All the samples are full size binders such as we are selling every day. There are no dead numbers, no duplicates—every device fills a requirement of the modern office. With each sample outfit we furnish you 150 De Luxe catalogs with your imprint and with envelopes for mailing, two handsome enameled iron signs, one for interior and one for exterior, and two show cards for window display.

What the De Luxe Sample Outfits contain: One De Luxe Ledger Outfit No. 49, one Keyless Ledger, 200 sheets and No. 1 Index, one No. 42 Jewel Ledger Outfit, one Black Beauty Ledger Outfit, one Peerless Transfer Grade one, one Peerless Transfer Grade three, one Peerless Transfer Grade four, one Star Transfer, full canvas, one Star Transfer, Russia and Corduroy, one Style M Binder. All the foregoing sectional post binders are 9 1/4 x 11 7/8". One each O. K., T. C. H. J and A. Tengwall Binders in the 8½ x 11 size, one Corporation Minute Book C No. 124 and one C No. 135, a loose leaf sample book showing the eighty different stock forms we carry. Total List Price $82.20—Special Price to De Luxe Dealers, $35.00.

C. S. & R. B. Co., Inc. Sacramento and Carroll Avenues CHICAGO, ILLINOIS

We manufacture

Roll and Flat-Top Office Desks, Standing Desks, Typewriter Desks, Office Tables.

A FULL LINE OF

Sanitary Desks

WRITE FOR CATALOG

Globe Patent Typewriter Desk.

J. F. DIETZ & COMPANY

309 West Third Street, Cincinnati, O., U. S. A.

ELLIOTT-FISHER

THE BOOKKEEPING MACHINE

——A development by expert accountants and practical mechanics, refined and simplified by experience.

——Manufactured, sold and guaranteed by Elliott-Fisher Company.

——Experienced on books like yours.

——Posts to the ledger, and as it posts it adds the debits and adds the credits and puts down the footing on each and every account, and simultaneously furnishes a grand total of all postings to all accounts, and a "trial" balance always waiting to be taken off whenever wanted.

The record is in legible machine writing—the work is mechanically proved

——Reduces the possibility of human mistakes, and mechanically and automatically checks the work of the bookkeeper who operates it.

——Is complete in itself—does all the writing—does all the adding and at one operation. No other tools are necessary—no handwriting—no mental additions—no hunting for mistakes at the end of the month.

——Produces monthly statements at the same operation too, if wanted.

——Is so simple that anyone can use it.

——Will do all your bookkeeping no matter what line of business you are in or what results you desire.

——Is efficient, speedy, durable and reliable.

——An investment for any office, large or small, that brings agreeable surprises in results and economy.

Send for booklet "Bookkeeping Today"

ELLIOTT-FISHER COMPANY

122 Cedar Street **Harrisburg, Pa.**

The 1912 Business Show

will be held in the 69th Regiment Armory, which occupies the block between 25th and 26th Streets on Lexington Avenue, New York. This is less than one block from Madison Square Garden, which will be torn down in the spring.

Elsewhere in this number of Office Appliances is a picture of the armory, which is one of the best appointed buildings for the purpose in New York City.

As a result of the pronounced success of the show held last month, at which the high water mark of attendance and results were reached,

One-half of the Space in the Armory Has Already Been Taken

The new building and its special appointments will enable us to put on a show that will surpass in many respects the expositions of the past.

Manufacturers in every branch of the office field should write for diagrams and contracts at once.

ANNUAL BUSINESS SHOW COMPANY

150 Nassau Street, NEW YORK

The Noiseless Typewriter

A Benefit
A Necessity

All that practicability has ever meant in typewriters *plus* Noiseless operation and greater durability.

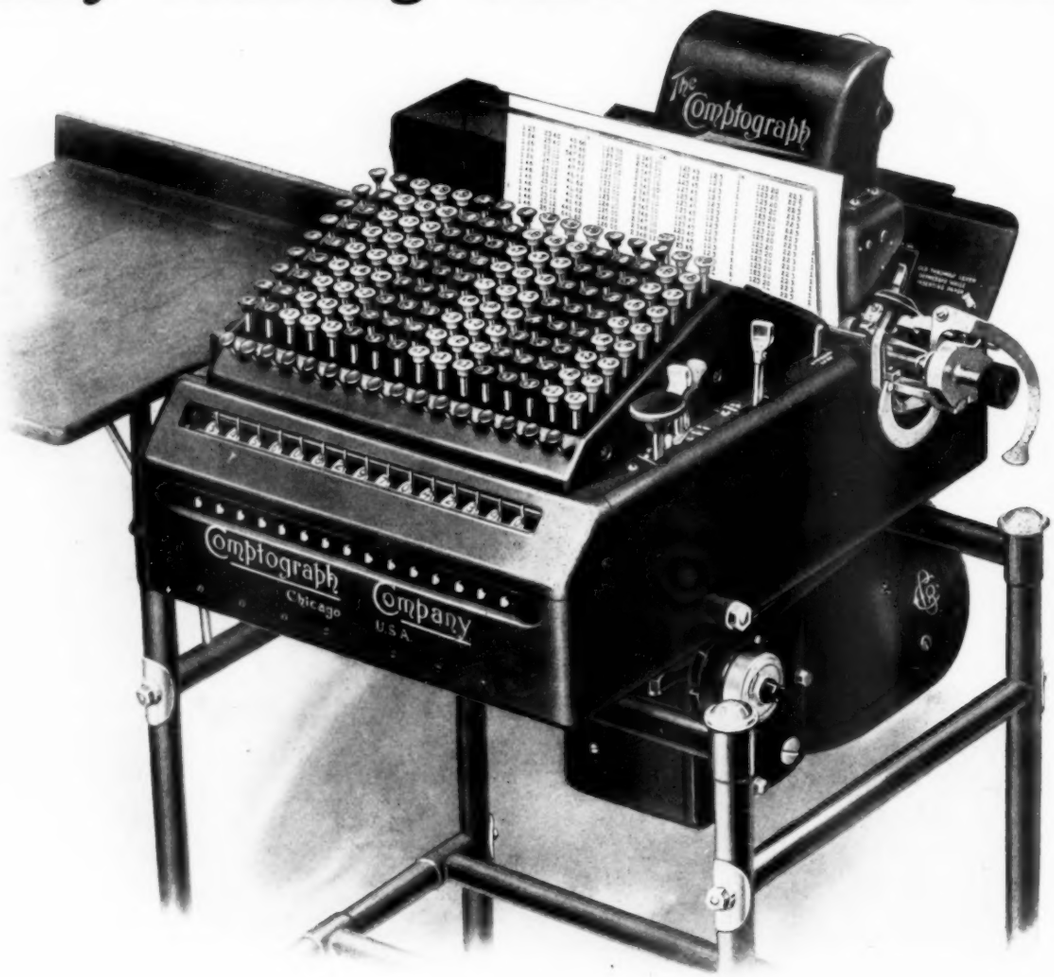
THE NOISELESS TYPEWRITER COMPANY, 320 BROADWAY, NEW YORK.

BUFFALO CLEVELAND BOSTON PITTSBURG ALBANY WASHINGTON, D. C.

Distributing Agents for Canada: THE CANADIAN FAIRBANKS COMPANY

MONTREAL ST. JOHN, N. B. TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER

Many Adding Machines in One



16 Column Listing-Adding Calculating Comptograph

This new Comptograph, by reason of special operative features, is a giant in range of work and utility.

Optional Split Device

With this device, the operator may split the Comptograph into as many small machines as may at any time be desired.

One stroke of the machine prints simultaneously the amounts set on all the small machines, into which the Comptograph has been split.

For instance, to split the Comptograph into three small machines of respectively 4, 5 and 7 columns capacity, the operator simply sets the split device at 7-12. Or any other Combination desired is instantly taken care of by merely setting the optional split device. Being thus able to make the Comptograph into a number of smaller machines at will, the giant Comptograph becomes really "many adding machines in one."

Variable Total Non-Print or Cut-Out

In special work involving a number of accumulating divisions giving separate totals, it is often desired to eliminate the total in certain columns. By merely turning a button the total not desired is kept from printing.

Comptograph Built to Handle Sheet Paper to the Best Advantage

Large capacity split adding machine work necessitates sheet paper. The large Comptograph is equipped with the Automatic Paper End Lock and Automatic Paper Return. These, with its other sheet paper features, make the use of sheet paper most advantageous. It is absolutely impossible to print off the end of the sheet. The paper cannot run out of the machine and fall on the floor. The column shift and return of the paper to new writing point is automatically accomplished.

Let Us Show You this Giant Comptograph

Let us place this new Comptograph in your office for complete demonstration under any conditions you may select.

Let us prove its great value in your work.

Let us show you how the new Comptograph will do many things heretofore considered impossible to do by a machine. Simply state to us when you want a demonstration or let us send you full information by return mail.

COMPTOGRAPH COMPANY - 1726 N. Marshfield Avenue, Chicago

STANDARD FOLDING TYPEWRITER

AWARDED GOLD MEDAL

AT TURIN EXPOSITION

THIS PORTABLE TYPEWRITER IS APPRECIATED
THE WORLD OVER

Manufactured by

STANDARD TYPEWRITER COMPANY
GROTON, N. Y.

DO YOU USE THE NATIONAL?

If not, you are not using the best Stamp Affixer

This machine is built in our own factory and by first-class mechanics. Machine fully guaranteed for one year.

We have a proposition to make to high-grade dealers.

National Envelope Sealing & Stamping Machine Co.

200 Devonshire St., Boston, Massachusetts, U. S. A.

TRY
American Factory Rebuilt
TYPEWRITERS

YOU will find them in all respects equal to new machines. They represent the complete expression of the rebuilding art—the natural consequence of wide experience and high ideals.

For years the American Writing Machine Company's factory has been noted for fine workmanship, the high grade of materials used—in short, for reliability in its rebuilding processes.

DEALERS

The entire business world knows the superior excellence of every American Factory Rebuilt. A casual glance at once convinces the most skeptical of the superb rebuilding and attention to details which characterizes our product.

The dealers who are making money are the ones who recognize this fact and handle American Factory Rebuilts. They are making money because they are selling typewriters of known qualities and high standards.

Write at once for new price lists which have just been published, including tools and parts.

AMERICAN WRITING MACHINE COMPANY

345-347 Broadway **NEW YORK**

Exhibit
New 1912 Line

"OFFICE DESKS"

During January

Fifth Floor Manufacturers' Building,

Grand Rapids, Mich.

Carl Leopold
J. H. Smith
S. H. MacDonald
Paul D. Howell
Carl Leopold, Jr.
in Charge

Leopold Desk Company

Burlington, Iowa, U. S. A.

The Dealer who handles RETYCO REBUILTS

Can specialize on SELLING

¶ He has no worry or concern over the goods, he *knows* that they are right.

¶ The Rebuilt Typewriter Company trade-mark protects him absolutely. Every machine he sets down in his customers' office he knows is "as good as ever" in every respect.

¶ With all care of manufacture off his mind, the dealer who handles Retyco Rebuilts can devote his entire attention to the selling and customer service. That is where his energy should rightly be directed—where it will show the most profit.

¶ If you are not already a Retyco Rebuilt dealer, write at once for our proposition. There is big money in it for you.

¶ Our new price list showing a complete line of Rebuilts or "in the rough" machines, quote some very attractive prices.

¶ *Mail a postal today to*

REBUILT TYPEWRITER COMPANY "AS GOOD AS EVER"

GEORGE A. BALDWIN,
President and Treasurer

T. W. LEWIS,
Secretary

Factory: New No. 312 North May Street
City Office: Suite 902 Plymouth Building,
417 South Dearborn Street,
Chicago, Illinois

Special Catalog
Mailed on Request

134 Patterns of New
Office Chairs. Oak
or Mahogany

Comfortable Office Chairs
Are a Business Necessity

THE greater part of a business man's time is spent in his office, and next to his desk and telephone, the most important things in it are the chairs.

Some chairs are nice to look at, but mighty uncomfortable to work in. Often the arms extend too far, or the seat is too deep, causing the user to assume an unnatural and tiring position.

The comfort and utility of every Murphy Chair is tested in model form before the patterns are ever submitted to the factory. Into every chair, whether for office, kitchen or parlor, goes the same attention to details, the same quality of material and workmanship that for thirty-nine years have made Murphy Chairs the Manufacturing Standard of Chair Construction.

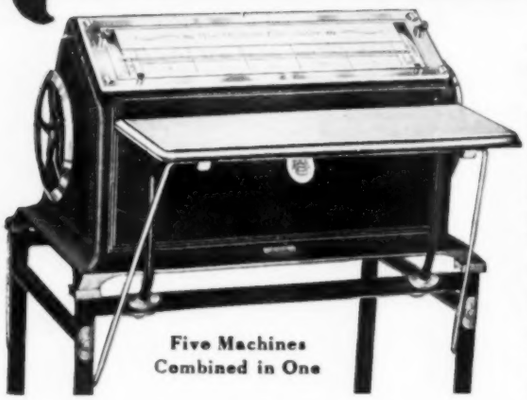
Samples of this new line on the floor of your salesroom mean increased business. Drop us a postal. Just say, I'm interested in your new office chairs.

Murphy Chair Co.

Detroit, Michigan

Chicago Salesroom, 1326 Michigan Avenue

Mechanical Bank Clerk



A wonderful Machine Which Possesses *More* than Human Accuracy — Infallible in Results, Incapable of Error, Because Mathematically Exact—The Greatest Aid To The Banking Business Ever Invented.

The Meilicke Calculator

Calculates Interest, Computes Time, Shows Maturity Dates and Holidays and is a Perpetual Calendar

This truly remarkable machine must be classed with the typewriter in the valuable service it renders, but it differs from the typewriter in the fact that the Meilicke Calculator is without competition. It is the only machine that does *thoroughly* the work that no other device even *attempts* to do.

The Meilicke Calculator gives the answer to *four separate problems at one operation* and combines within its own mechanism the work of *five distinct machines*. It is of incalculable value to Banks, Loan and Insurance Companies, Lumber Companies, Manufacturers, Jobbers, and thousands of other business concerns the world over.

* * * *

The Meilicke Calculator was invented by a bank clerk to meet the practical needs of big business institutions—*and does it!* Wherever tested it is enthusiastically endorsed by Managers and Clerks for its marvelous time, labor and money-saving efficiency.

In making out a note for any amount at any rate for 30, 60 or 90 days, or for 1 year, 2 months and four days or any length of time, one operation of the Meilicke Calculator shows the interest, and at the same time automatically shows the date of maturity, and whether or not that date is a holiday, Saturday or Sunday.

Partial payments are handled with the same ease. You have only to copy your final total. The principal and interest are both shown on the face of the Meilicke Calculator in adding position—you can add without writing them—just take off the answer.

* * * *

The Meilicke Calculator calculates time from one year to another. A note dated in July, 1911, running into April, 1912, can be figured on the Meilicke Calculator both as to time and interest, with exact date of maturity and whether or not it falls on a holiday.

This perpetual calendar is an automatic part of the machine, and shows dates right alongside the figures in interest.

On a note to run a certain number of days, you immediately get the date of maturity. On a note coming due on a certain date, you immediately get the number of days. And either of these results is obtained by the same quick, simple operation that computes the interest.

* * * *

Now you have read enough to convince you that the Meilicke Calculator is a wonderful invention that may truthfully be called a *"Mechanical Bank Clerk."* Yet the above description does but slight justice to the *real* merits of this marvelous brain saver.

Let us show you *specifically in detail* just what the Meilicke Calculator will do for *your* business in handling interest-bearing transactions with accuracy and dispatch. A request from you will promptly bring complete information and proof.

Write for Free Booklet Today.

A Little Choice Territory for Agents Is Available for High Class Men

The Meilicke Calculator Company

1310 Peoples Gas Building **CHICAGO**

Enthusiasm is Contagious. "Catch It" And Make Money

MR. DEALER If you get dull or dispirited you need a "bracer," tonic in effect, a money maker, eye pleaser and satisfaction giver that will give you "Ginger" and the real "Catching" enthusiasm which sells goods spontaneously. Established demand assists.

Right Rebuilt Underwood Visible Typewriters

N. B.—Obtain the real thing fresh from the Home of "Rebuilt Like New."

We have them (also others)

Write for new Price List just issued

GENERAL TYPEWRITER EXCHANGE, Inc.

21 Murray Street

NEW YORK - U. S. A.

W. H. BEARDSLEY, Gen'l Mgr.

EVERY MANUFACTURER IN THE FIELD OF OFFICE EQUIPMENT SHOULD HAVE AN ADVERTISEMENT OF HIS LINE IN THE SPECIAL FOREIGN NUMBER OF OFFICE APPLIANCES.

¶ A short time before his death, William McKinley, speaking at the Pan-American Exposition in Buffalo, referred with prophetic voice to the United States of the future as a great manufacturing nation.

¶ Mr. McKinley's vision has already crystallized into fact. The United States is a manufacturing nation, and is presently to, if it does not already, face a condition that will make it necessary for its manufacturers to cultivate the markets of the world.

¶ The census statistics show a wonderful increase in manufacture without a corresponding increase in local consumption. The increase in the business of the manufacturers in practically every field in the last ten years has led to a great number of new manufacturers and larger equipment in the plants of the older manufacturing firms.

¶ There is probably no industry in the country that shows a greater increase of manufacture than the Imperial Industry of Office Appliances; an industry which comprehends the production of a most extensive range of items, from a little clip to the steel equipment for government buildings.

¶ It is perhaps true that there is already a surplus of product in nearly every division of the great field of office appliances. This surplus product must ultimately find its way to the commercial centers of countries abroad.

¶ The United States is headquarters for articles of modern office equipment. The system for the modern economical conduct of business which calls for these machines, devices and supplies originated in this country.

¶ As Dealers in every quarter of the world are seeking agencies for this modern equipment, Manufacturers should make a careful study of the local conditions of each country and establish a special department through which their foreign business can be extended.

¶ Every manufacturer in the field of office appliances should read the special articles which will appear in the January number of Office Appliances. These special articles were furnished by men who are identified with the business in their respective cities. In them is plainly set forth the conditions with which the local dealer is confronted; conditions which must receive the consideration of the manufacturer if he is to establish profitable relations with dealers abroad.

¶ Besides the wealth of information furnished by our friends abroad, which will be the leading feature of the January number, there will be other special articles on subjects of interest to manufacturer, dealer and user of office equipment. Those who recall the special foreign numbers which we have issued annually in January, will appreciate what we have in mind for the forthcoming number, when we say that we purpose to make it even better than its predecessors.

¶ Some additional copies of this January number will be sent abroad. The magazine will reach practically every country on the earth. It will carry the business message of the American manufacturers to the field which is ready for cultivation.

COPY SHOULD BE IN OUR OFFICE BY DECEMBER 28th.

OFFICE APPLIANCES
417 So. Dearborn St.
CHICAGO

Loose Leaf Problem Solved

Byron Weston Hinged Paper

Paper (not hinged)

Every good Stationer or Bookkeeper will recognize in

BYRON WESTON
HINGED LINEN RECORD PAPER

(Patented Nov. 7, 1911)

The Solution of the Loose Leaf Problem. For the first time, by a new process, is made possible a perfect laying sheet of highest grade paper, with no spring or bulge at the binder and every inch of space available for ruling or writing purposes.

The hinge is not a corrugation, crimp or after-treatment, but a process of manufacture in no way affecting the durability and perfect, uniform surface of either side of the paper.

Byron Weston Hinged Linen Record Paper is sold ready for the ruler or binder at the same prices as our standard Record and Ledger Paper.

In response to repeated demands for a Correspondence Paper possessing the same quality and standing as other Byron Weston products, we are now making **DEFIANCE BOND.** *This paper is the composite of all the good features of other bond papers, with something added for greater quality because of our nearly half a century of only high-grade manufacturing experience and the use of pure linen rags and pure water.*

Our new Sample Book U is compact and made for handy reference. Mailed on request.

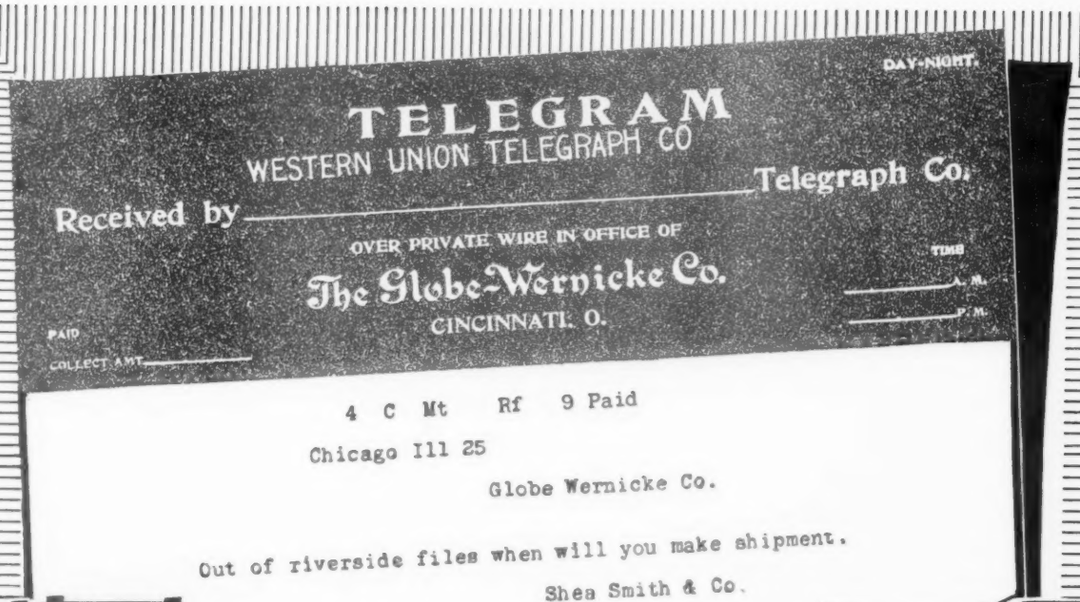
BYRON WESTON COMPANY

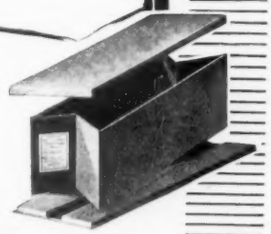
Established 1864

DALTON MASS.

"The Paper Valley of the Berkshires"

To Insure Uniform Byron Weston Quality Throughout Your Paper Equipment SPECIFY: ***For Bound Books,*** Byron Weston Linen Record Paper; ***For Loose Leaf Books,*** Byron Weston Hinged Linen Record Paper; ***For Correspondence, Drafts, etc.,*** B-W Defiance Bond.

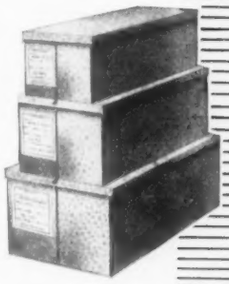




Be Prepared

Your customers will demand prompt service. When transfer season supplies are wanted — they are wanted **at once.**

Be prepared. Hold and satisfy this trade by having an adequate stock of



Globe-Wernicke

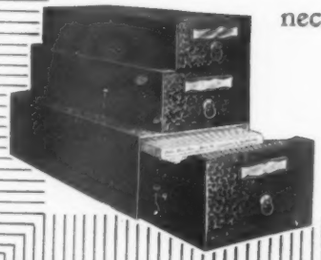
Storage and Transfer Cases

on hand so that you can guarantee prompt service and immediate deliveries.

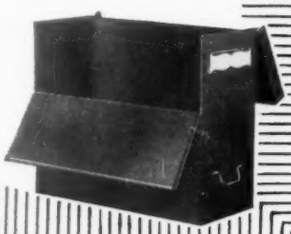
Rush orders for supplies of this character will receive our best attention. Shipments will be made the same day they are received—but don't delay.

Send your stock order now and avoid the necessity of telegraphing.

Simply address, Dept. X810.



The Globe-Wernicke Co.
Cincinnati



GOTTWALS'

ALL OAK ROLLER BEARING TRANSFER CASES

FOR THE

NEW YEAR'S TRANSFERRING

Stack of four bolted together

An immense business in filing cabinets and transfer cases is transacted at this time of the year. It is transfer time.

Our Roller Bearing Transfer Cases are inexpensive, yet so perfect in construction and finish that many business houses use them for permanent filing cabinets. Supply your customers with Gottwals' transfer cases and they will thank you for it.

Mr. Dealer— Mr. Manufacturer—

THIS IS THE CASE YOU HAVE BEEN LOOKING FOR

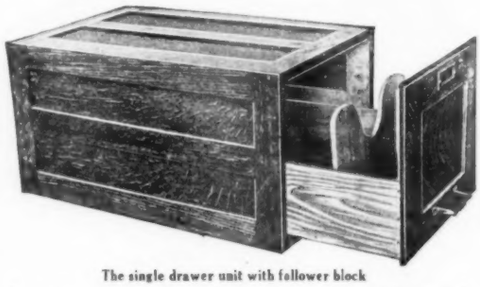
The drawers, when moved forward, are assisted by rollers fastened in the bottom of the shell. The drawers *suspend* when pulled out at full length. The units are made to fit together and lock both vertically and horizontally, giving them the appearance of a solid cabinet. Follower blocks in the drawers make these cases available for current filing, correspondence, invoices, receipts, catalogs and all filing matter. Plain or leg bases can be used under the cases. The leg bases are in keeping with all sanitary furniture. You can stack the units as high as the ceiling and have a case solid in appearance.

The shell is composed of Cabinet Oak top and sides. Sides and top are double panelled, reinforced with steel angle irons, and equipped with two rollers in front on which drawer slides.

PRICES:

	Eastern Zone Each	Western Zone Each
No. 912 Drawer Units	$2.00	$3.00
No. 915 Drawer Units	2.25	3.25
Follower blocks, either size, additional	.50	.50
Rods for holding guide cards, additional	.25	.25
Leg bases, either size, additional	1.25	1.25
Plain bases, either size, additional	.60	.60
Quartered Oak fronts, additional	.50	.50

Above prices for cases in stock Antique color. Special finishes 10 per cent. extra.



The single drawer unit with follower block

DEALERS:—Owing to superior economical manufacturing advantages we are enabled to offer the trade a liberal discount on the prices quoted.

We Guarantee Shipment Within Ten Days From Date of Order

The Gottwals Document Files for the past three years have been purchased exclusively under annual contract by every department of the U. S. Government.

The Agencies for this line are going fast—let us hear from you at once.

THE MELTON-RHODES COMPANY

SUCCESSORS TO

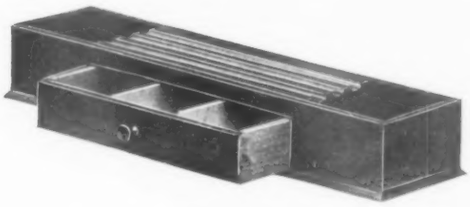
THE W. O. GOTTWALS CO., Inc.

Offices and Factories: GREENSBORO, N. C.

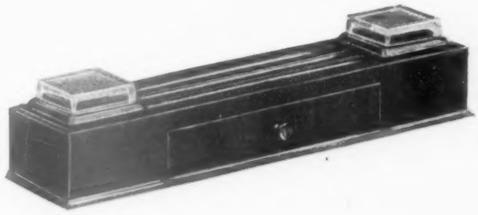
FILING GOTTWALS CABINETS

GOTTWALS' DESK SPECIALTIES

IDEAL PEN TRAY AND INKWELL



Note open drawer showing compartments for Paper Clips, Pins, Rubber Bands, etc.



The GOTTWALS "Ideal" Pen Tray and Inkwell is made in Quartered Oak and American Mahogany. The Quartered Oak Trays are finished in Golden Color and the Mahogany Trays in a rich Velvet Mahogany. The pen rack will hold three pens or pencils; the inkwell compartments will accommodate inkwells up to 3" square. The inkwell compartments are 2" deep. The drawer is divided into three compartments. The drawer is fitted with copper oxidized knob for drawing it out. The tray proper stands on ¼" bevel base.

The Gottwals' "Ideal" Desk Stationery Cabinet

is made in Quartered Oak only. Finish, Golden Oak, rubbed dull. All outside joints are dovetailed. Partitions are made of Poplar ¼" thick, grooved and glued in sides of case. Drawer is made with Quartered Oak front. Bottom and sides of Poplar ¼" thick. Drawer bottom is grooved in. The cabinet is made with six compartments. Two for sheets 6"x11" at top, two for sheets 9"x11" in center, two for envelopes 5¾"x10" at bottom. Drawer measure, 12" deep, 10½" wide by 1¾" high inside.

Card Cabinets

One, Two, Four and Six Drawers

PRICES

F. O. B. GREENSBORO, N. C.

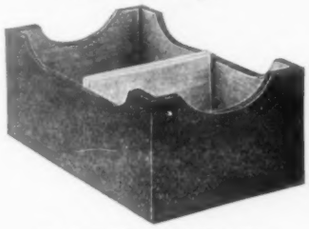
PEN TRAYS			Eastern Zone	Western Zone
NO.	WIDE	DEEP	PRICE	PRICE
100	15¼"	3¼"	$1.25	$1.50
100M	15¼"	3¾"	$1.50	$1.75
Pressed Glass Inkwells Each, Extra			$ .20	$ .25

STATIONERY CABINETS				
NO.	WIDE	DEEP	PRICE	PRICE
200	11½"	13"	$3.50	$4.50

Cabinet measures 7¼" high over all.

Dealers—Send for our Trade Discount Sheet

Card Trays



In Three Standard Card Sizes

Send for our descriptive circular illustrating our Transfer Cases, Card Cabinets, Card Trays with and without hinged covers. The GOTTWALS "Ideal" combination Pen Tray and Inkwell, our Stationery Cabinets for the top of desks, our DESK DRAWER STATIONERY CABINET for the typewriter desk, and the Wood Desk Trays for correspondence.

THE MELTON-RHODES COMPANY

SUCCESSORS TO

THE W. O. GOTTWALS CO., Inc.

Offices and Factories: GREENSBORO, N. C.

FILING GOTTWALS CABINETS

The Opinion of the Supreme Court is worth consideration

Permanence in ink is the essential quality

Recently a judge of the Supreme Court stated that great numbers of valuable documents had become worthless because of the *use of ink that was not permanent.*

DAVID'S SIGNATURE INK DE LUXE (BLUE BLACK)

is an absolutely permanent pure nut gall and iron ink preparation, writing blue black and turning jet black. Perfectly adapted for the use of fountain, stylographic or steel pens. Any dealer who is not now featuring this ink will find it to his great advantage to do so. We make it worth while.

DAVIDS' INKS

The Line of Quality and Profit—The Standard of the World

They have been tried by the only test which determines real value—THE TEST OF TIME

Writing Inks	**Marking Ink**	**Sealing Wax**
Copying Inks	**Stamp Pad Ink**	**Letterine (show card ink)**
Fountain Pen Ink	**General White Paste**	**Mucilage, etc., etc.**

all in attractive, distinctive bottles and labels, that add to the selling qualities of the entire line.

DAVIDS' GIBRALTAR MUCILAGE

is just what the name implies—a *strong* pure gum arabic mucilage that will not spoil in any climate.

Established in 1825, for 86 years the Davids' line has measured up to the changing conditions of business demands. Always the highest quality, they have advanced with the development of the art of ink manufacture until they stand today the perfection of ink and adhesive manufacture, giving perfect satisfaction to both user and dealer.

Let us send you our handsome illustrated catalog.
We extend a cordial invitation to visit our offices and factory.

THADDEUS DAVIDS CO.

ESTABLISHED 1825

Office and Factory

95-97 Vandam Street New York, U. S. A.

How the Webster Policy Sends Additional Trade to every MultiKopy Dealer.

Co-operation—co-operation. Our advertising benefits you as much as us. Every inquiry received is immediately turned over to the dealer in the locality from whence it came.

So hundreds of new customers are gained every year for dealers handling

TRADE MULTIKOPY MARK

Carbon Paper

So thousands of dollars are turned into the stores of our agents.

This MultiKopy advertising is surpassing our fondest hopes. Not a business house but knows MultiKopy, for we have taught business men to know that one sheet will copy 100 letters; that 20 copies can be made at once. Won't smudge, smut, fade or rub. MultiKopy sales are more certain and easy than any other on the market.

THE WEBSTER STAR BRAND NON-FILLING TYPEWRITER RIBBONS TRADE MARK F. S. WEBSTER CO. BOSTON, MASS.

Star Brand Typewriter Ribbons

make 75,000 impressions of the letters "a" and "e" without clogging the type so as to show on the paper. It is advertised along with MultiKopy and hence sells well. For all machines.

Write for our terms to dealers.

F. S. WEBSTER COMPANY, 338 Congress Street, Boston, Mass.

New York, 398 Broadway
Pittsburg, 432 Diamond St.
Vienna, Adlergasse, 16

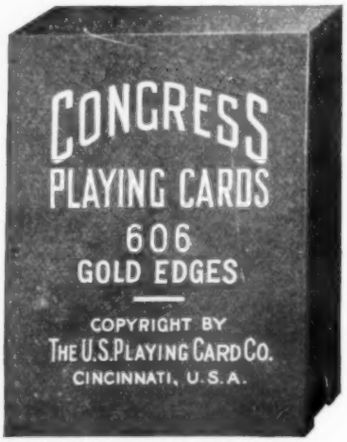
Chicago, 211 W Madison St.
London, 67 King William St.
Berlin, Friedrichstr.

Philadelphia, 908 Walnut St.
Paris, Rue Saulnier, 10
Budapest, V-Alkotmany, u 19

606. CONGRESS

PLAYING CARDS, GOLD EDGES.

Ivory or Air-Cushion Finish. Club Indexes—Ideal for Bridge.



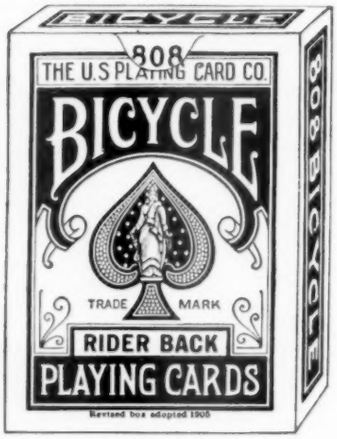
Look for the name "Congress" on every box.

Each season we issue twelve new original art designs, other favorites are revised, some backs dropped—CONGRESS designs are thus kept modern and salable.

808. BICYCLE

PLAYING CARDS.

Ivory or Air-Cushion Finish.



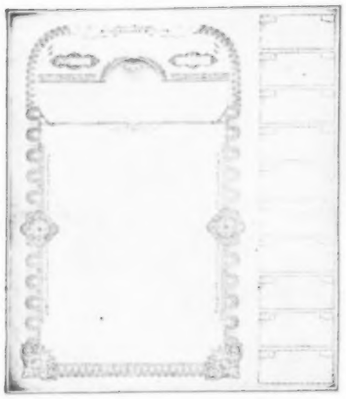
Reduced size cut of Bicycle box.

Special skill and years of experience have developed their matchless playing qualities.

No strain on the eyes to see BICYCLE CLUB INDEXES.

75 CONGRESS designs, actual cards, are shown on a handsome folder—write us and we will send by return mail, FREE OF CHARGE. You can then make up your CONGRESS order—designs of your own selection.

THE UNITED STATES PLAYING CARD COMPANY, Cincinnati, Ohio.



ESTABLISHED 1879

Goes

ORIGINATORS AND PRODUCERS OF *THE BLANKS OF QUALITY*

SAMPLES AND PRICES ON APPLICATION—

LITHOGRAPHED STOCK CERTIFICATES AND BOND BLANKS.

Every STATIONER and PRINTER should have them.

The Finest and Most Complete Line on the Market

Goes

LITHOGRAPHED CALENDAR PADS-1912

OUR LINE CONSISTS OF

72 STYLES AND SIZES IN ORIGINAL AND ARTISTIC DESIGNS

SEND FOR CATALOGUE AND PRICES

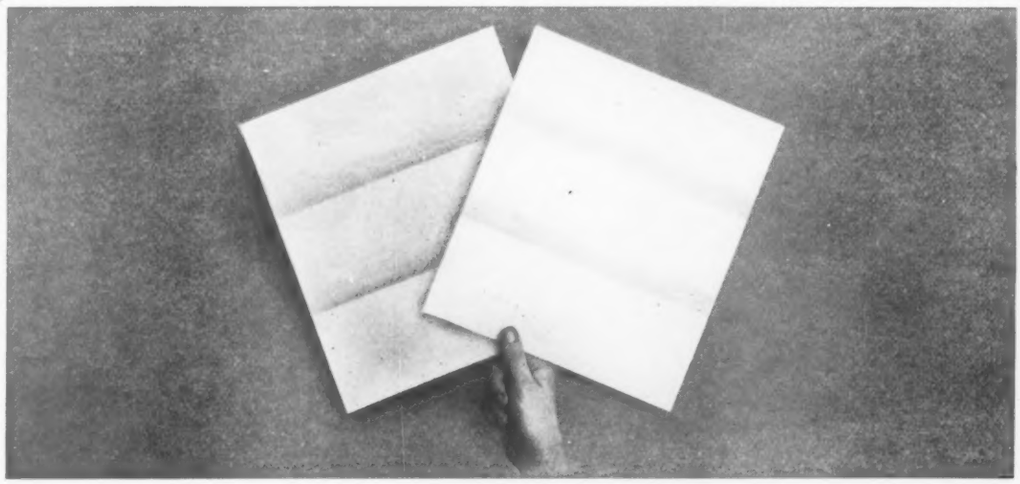
JANUARY FLAPS NOW READY

GOES LITHOGRAPHING CO. CHICAGO

WM. F. KROHMER, PRESIDENT

61ST & CLARK STREETS

WE LITHOGRAPH FOR THE TRADE · Address Dept. S.



Both Are Ten Years Old—One is Brown's Linen Ledger Paper

TEN years ago we sealed two sheets of paper in an envelope and put it in the safe. One was a sheet of Brown's Linen Ledger Paper—the other was a sheet of ledger paper claimed to be equal to ours.

We have just opened the envelope and have found that our sheet is as white and clear in color and as strong as ever. It is as good as new in every respect.

The other paper has lost strength and is yellow in color. The photographic illustration shows the difference. The other paper has deteriorated.

This is really no test at all for Brown's Linen Ledger Paper. There are tons of it made 40 or 50 years ago which to-day is as white, clear and strong as when it left our mill.

AGE never discolors or weakens Brown's Linen Ledger Paper. That is why it is used by big corporations, State and County Governments and accepted as standard by Uncle Sam.

Brown's Linen Ledger Paper is made of clean, white rags. It is not bleached with strong chemicals. Chemicals weaken the paper fibre and in time weaken and discolor the paper.

Recommend Brown's Linen Ledger to your customers for particular purposes. It is the best paper for books and ledgers whose records must be preserved. Its great strength suits it to loose leaf systems and it won't tear out. Write for Sample Book.

We also make All Linen and Bond papers of the better grade.

L. L. BROWN PAPER COMPANY ADAMS, BERKSHIRE COUNTY, MASS
Established 1850

Fac-simile of watermark which appears in each sheet

THE LAST WORD IN FILING CABINETS

The *Allsteel* Line

A carload of *Allsteel* U-NETTES in newly equipped offices of Kansas City Star. Installed by Robert Keith Furniture Company, **exclusive Kansas City agents.** An exclusive *Allsteel* agency in your city means the opportunity of equipping every modern office with what is now standard in office files— *Allsteel*

A few territories open, and a new catalog of 64 pages ready for distribution January first.

Write for Agency Sales Plan

The General Fireproofing Company

Home Office and Factories, Youngstown, Ohio

Branches and Show Rooms:

BOSTON NEW YORK PHILADELPHIA WASHINGTON CLEVELAND CHICAGO

Export Office: 396 Broadway, New York

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By Ginger!--Harvard is a great educational institution. They used to have a man that could break eggs on his chest. Now they have a stadium for high jumpers. They'll have gladiators one o'these days.

A darn fool college out in Indiana is still giving honors to the fellers that learn things.—*A. Hoosier.*

MATZENE, CHICAGO, PHOTOGRAPHER

COL. W. N. PELOUZE.

PRESIDENT PELOUZE SCALE AND MANUFACTURING CO.

CHICAGO

© CLB250138

Office Appliances
The Magazine of Office Equipment
Founded by Geo. H. Patterson

Vol. XV. CHICAGO, DECEMBER, 1911. No. 4.

THE FADING YEAR

By HOBART W. MARTIN

"Adieu, old year, whom I have unjustly accused! That which I have suffered must not be laid to thee, for thou wast but a tract through which God had marked out my road—a ground where I had reaped the harvest I had sown. I will love thee, thou wayside shelter, for those hours of happiness thou hast seen me enjoy; I will love thee even for the suffering thou hast seen me endure. Neither happiness nor suffering came from thee, but thou hast been the scene of them. Descend again, then, in peace, into eternity and be blest, thou who hast left me experience in the place of youth, sweet memories instead of past times, and gratitude as payment for good offices."

—An Attic Philosopher.

IN OUR zeal to succeed during this year of grace, 1911, it may be that some few of us have been numbered among those who, with the power derived from larger capital, or knowledge got by means perhaps not quite creditable, have taken advantage of men of smaller resources. Perhaps little practices have crept in which will not square with the admonitory promptings of that still small voice of conscience. Let these evil things and all things like them fade away into the limbo of the passing year, never again to be revived.

PERHAPS some one of us may search his mind with the lamp of introspection and find that he has been one of the stupid clan of knockers, trying vainly to build himself up by speaking ill of others. Perhaps we may, some few of us in this great order of office appliances, have been the ones to drop the insidious hint against the goods or the character of some competitor; perhaps we have been guilty of the suggestive shrug or the equally suggestive silence, where we should have come forth like men, with vigor and generous honesty to see that every man got what he is entitled to—a square deal, without prejudice. If we have been guilty of any of these foolish and contemptible practices, let us cast them behind us into the year that is fading away and bury them under the frost and the snow, that their memory may cause us to renew and to enrich that most precious human heritage—straight, square, honest manhood and womanhood.

HAVE we been boastful of our success or of our ability? Have we forgotten that the boastful one but emulates the bray of the useful and patient ass, without that animal's courage? The donkey, notwithstanding his vocal accomplishments, possesses a vast capacity for making good in his humble sphere. Have we been careful to see that our acts square with our loud self-appreciation? If we have not, then let us cast the brag and the bluff into the nearest drift and leave it forever with the fading year—putting the muffler upon our mouths and adding that much more of energy to useful labor and achievement.

IS THERE among us an inconsiderate buyer, lacking in courtesy to the members of that hard working army of traveling salesmen? Has the inconsiderate one nursed a grouch and taken out his ill temper upon one whose experience, knowledge and good will would mean much to him in his business? Then let him drop all such false notions—cast them away into the fading year and start afresh with a tonic supply of soul sunshine and brotherly good will.

AND, GENTLEMEN, is there among us a sales manager who, amid the conveniences and luxuries of headquarters, has failed to give what aid and comfort and cheer he could to his men on the firing line? Have we among our number a sales manager so lacking in sympathy, in psychological insight and appreciation of human values, as to start new and inexperienced men upon the "possible but not probable" list? Have any of us failed to realize the vital, the essential importance of helping the new man to get immediate results? Is there any one who has forgotten his own first disappointment—the agony of feeling that one has chosen the wrong vocation, or the life-giving elation that followed the first marked success? Have we forgotten that it might be well to assign the new man to some of the sure and the reasonably sure prospects simply for the psychological effect upon him? If there be among us any who have made these mistakes—any who have failed to promote, encourage and conserve that best gift, human enthusiasm, let us, then, take stock of our shortcomings, cast them away into the fading year, and start upon a course which shall encourage and strengthen young men to put forth the best there is in them, for efficient men are not so plenty that each one should be worth less than the greatest thing in the world.

IT MAY be that some of us have railed against what we deemed fate or luck—have sought to lay our chance misfortunes to some other cause than our own lack of foresight, industry or application. If there be such among us, let us bury our belief in luck under the December snows and resolve in future so to study, to labor and so carefully to reason and to think that good fortune and not bad will

follow us all the days of our lives, for fortune, world without end, loves the industrious, the forehanded and the bold.

AMONG the members of this large order there are a few men of pessimistic disposition—some who look upon the lark side of the cloud and lack the faith and courage which see the silver lining. Know then, that nature, in her inexorable process, eliminates such men from the equation of life and destroys them by their own poison. Let all of us who have erred in this respect make haste to get fast hold of our nerve and courage—to look at the brighter side—to hope—to expect prosperity and health and happiness, and to bury down deep in the frozen earth, under the leaves and the snow, all such false, pessimistic notions, and to revive with the opening year that abundant youthfulness of spirit which, more than all things else, shall grace and mellow the judgment of maturity and the reflections of age.

WE HAVE heard, occasionally, of unworthy men in the order of office appliances—men who are careless of their obligations to others—who in shallow selfishness, can see only what seems to be an immediate pleasure or convenience, at the expense of the pledged word of commercial honor. Such men are several more parts fool than knave, and for them, even for the fools, there is hope and forgiveness and reinstatement if they will now at once cast aside the heavy burden of their own selfishness—let it depart into the fading year—and shoulder that other burden of honest obligation which, as one toils up the steeps, grows lighter and lighter and finally becomes, not a burden, but an inspiration, a hope and a goal, when the fool shall stand erect among the wise and the knave shall cast off his knavishness and become one with the square men of earth.

AND THEN, there are among us those who are not careful in their buying—who buy more than they can dispose of—who buy goods which are not suited to the demands of their trade, and who, in this way, tie up useful capital which should be turning over and increasing month by month. On this count we are all more or less guilty. Let us take stock of our business and of ourselves. Let us be courteous but firm with those who would induce us to buy more than we can sell or to buy that which we cannot sell at all. Such tendencies are weakness—instability of will and lack of that thorough knowledge which must always temper enthusiasm if we would succeed. Let us cast away with the fading year all such tendencies and resolve to buy with that conservatism which the study of past experience shall dictate as the true rule, so that our resources shall increase from year to year by the rapid turning of our capital.

OCCASIONALLY we find the man who is slovenly in his methods—who lacks order—who fails to appreciate the power of cleanliness and system in his business. Let us remember that the ill-kept, slovenly store indicates the careless mind—that dirty floors and bespotted, disorderly shelves, windows and counters point to the inattentive mind. Let us who are guilty of such commercial enormities in this day of sanitation and cleanliness pull ourselves together, cast aside our mistakes, bury them in the quick-lime of reawakened pride, and start now to clean up, so that we shall be able to take our place at the dawn of 1912 with the growing army of progressive men.

IN THE great order of office appliances there are young men who are starting out with the hope of better things for themselves. Most of them are worthy and ambitious. Most of them, we trust, are not only willing but glad to give dollar service for every dollar they receive, and perhaps a little more, as they should; but here and there is a man who falls short of a healthy ambition, who misses the spur of a healthy, but hopeful dissatisfaction with his own achievements, and becomes grouchy, cynical and dissatisfied with his employment and his employer. Know, then, that cynicism in young men is a pose—a mark of extreme callowness—a cloak to cover ignorance and laziness and inefficiency. Let all such young calves cease to bleat and begin to hustle; let them cast off their dissatisfaction—slough it as a worn out garment—and leave it to the charitable oblivion of the fading year, for lo! in honest study and hard, hustling work there is surcease from self-made bitterness, and straightway to all who will study and work with honest purpose shall the dawn kiss the heights and bring good cheer.

IT IS regrettable that there are among the members of this order men who lack the nerve to maintain the dignity of the business by insisting upon a proper reward for the service they perform. The man who from fear of competition or hope of advantage cuts his prices below a proper margin of profit, who sells perfectly salable goods at cost, not only does injury to himself and those dependent upon him, but helps to make the road rougher for those who earnestly seek the proper reward for their labor. Not to value service at its proper standard, not to demand for good merchandise a price in accord with its value shows lack of appreciation of the dignity of one's calling. Let all such men cast their fears and their errors into the shadows of the fading year and come forth in 1912 with a stiffer resolution to get for themselves that which they are worth and for their goods a price commensurate with the quality that is in them.

THRICE regrettable it is that some few men in this fraternity lead immoral lives. The immoral man is a walking menace—a perambulatory poison—more dangerous and more to be dreaded than the savage beast. He is dangerous to himself by the suppression of the finer impulses, and dangerous to all with whom he associates. His cure rests with himself. Let him cast his sins over his shoulder into the fading year and start afresh, for be it known that in the freshening vigor of renewed and healthy living is more than compensation for the fancied pleasures of the glittering ways.

AND what shall we say of the man who drinks—of the lover of false stimulation? Shall we not tell him to cast behind him into the fading year that habit which will surely claim him for its own to the exclusion of manhood and efficiency? Cast it out! For all manner of evils and immoralities follow it. Kill it! For it lives at the cost of the confidence of men! Destroy it! For as long as it shall walk beside you peace, love, honor, home and all the finer relations of life shall one by one flee from you. Cast it into the fading year and renew with the coming year those things which make for lusty manhood and the things which count! Every man must decide for himself whether to be a teetotaler or not; but for the man who permits old John Barleycorn to get the best of him—who finds himself drifting into a condition in which he longs for alcoholic stimulation—there is no alternative but to abstain entirely. Indulgence in liquor is likely to rot the moral fiber of the man, and those in this day who use no alcoholic beverages at all count it not as a virtue, but as good business and good sense.

PESSIM & OPTIM, SALESMEN

Working Schedule for 1912

By WILLIAM J. MULLIN

Pessim

JANUARY.—"There is not much use in working hard this month. Everyone is busy figuring up last year's business, and it will be hard to get any attention. Besides, its cold, and running around is mighty unpleasant."

FEBRUARY.—"This is a short month anyhow; full of blizzards and general discomfort. Nearly every man you call on has the grippe and is grouchy. Believe I'll stay close to the office stove."

MARCH.—"Well! Here's the beginning of disagreeable March. I had a poor month in February and can't see that March will be any better. It's between seasons and firms are lying low on expense. Still, I'll call on a few concerns."

APRIL.—"I thought April first would bring nice weather, but I'm fooled. It's like March, and I feel discouraged at the start. Just my luck to be cut out of business by the weather. Have had an awful poor start so far this year. There's Optim, now, who's away ahead of me. But it's just his confounded luck."

MAY.—"A good many folks seem to like May, but I guess they are not Salesmen, and don't have to go out after orders. I don't like the month for business. Buyers feel the weakening effects of having gone through a hard winter and it seems impossible to close prospects."

JUNE.—"Here's the sixth month of the year and I haven't made good. Just my luck. Buyers are already beginning to talk about where they will go to on their vacations. I wish there was no such thing as vacations. That is, for buyers."

JULY.—"Gee! out it's hot! Why, its 96° down there at the corner, and, besides vacations start. Fine outlook for me to sell anything this month. Me for the ball parks."

AUGUST.—"The Boss finally said he'd let me have two weeks off as the vacation might put a little more ginger into me. The idea! I'll stretch it to three weeks after I get away. He won't kick much anyhow, as there's nothing doing. I might just as well take it easy until Fall trade opens up."

SEPTEMBER.—"Boss was terribly mad because I didn't show up until Aug. 25. I got out of it by telling him I was taken sick with malaria. This malaria gets me every year. As it was I didn't make a sale in August. Now September is here and it's still warm. When Fall trade does set in next month I'll make up for lost time."

OCTOBER.—"September was dull and it was too early for fall business. Now October is here and I find at most of the places I call the buyer is busy talking to customers and I don't get a 'look-in.' Business seems to be pretty good around town but I wish I was selling some other line. Things might go better if I had goods that were more in demand."

NOVEMBER.—"That was a pretty plain talk the Boss gave me about my sales. But he never sold any goods and don't know what the game it. Guess if he knew the efforts I had been making he wouldn't have sat on me so hard. I'll go out and see what I can do this month, but I'm afraid the weather will be fierce. November is such a gloomy month anyhow."

DECEMBER.—"Everything seemed against me in November and I had almost a fizzle. Boss just told me he would give me December to make a showing in and that if I did not do so I could quit Jan. first. I'm afraid I'm slated, as peoples' minds are all taken up with Christmas, and the weather gets bad, and buyers have colds and are grouchy again."

Optim

JANUARY.—"Everybody enters the new year full of vim and hope. The Christmas holidays have instilled joy into the average man's heart. I am going to take advantage of the feeling and make a record month."

FEBRUARY.—"Last month was a hummer. January inventories are out of the way and some of the fellows I found busy should be good picking this month. I'll make every call count—and disagreeable weather has the advantage of keeping buyers in their offices."

MARCH.—"I know the firm was surprised at my February sales. Honest, I was myself. It was tough, slopping around in the wet, but I made it count. Now with March here people's minds turn toward Spring. If I don't close some good prospects in certain lines I miss my guess."

APRIL.—"Nature is awakening, green grass is showing, and the early song birds have come back. Spring business is on the boom in all lines and buyers are cheery. You can bet I'm going to have my share of orders. The few "grouches" who turned me down during the winter will have to come through now."

MAY.—"Did I go some in April? Well, rather. The rains retarded things a little in some lines, but the volume as a whole was great. May is here, and everybody is glad they are alive. Watch me push 'em through this month."

JUNE.—"June, the month of roses and weddings! Well, if I keep up my selling gait Florence and I can pick out a brilliant wedding day for ourselves in this month next year. I'm going to get my quota, and more, this month."

JULY.—"July may wilt some folks but it's only going to warm me up. After a good night's sleep in the open and a cold plunge I feel that I can easily batter down the perspiring prospect's objections and he'll give me the order to get rid of me. True, some fellows are on vacation, but I'll lay for them in August."

AUGUST.—"Well, here's the fifteenth, before I start. I took two weeks off and spent it across the lake. Am back on the job in fighting trim. Old man suggested I take a whole month off to rest after my hard work. But not for me, two weeks was enough and I didn't want to let any of those buyers default on their August promises."

SEPTEMBER.—"Bully for everybody! I only started in again on Aug. 15 and by the thirty-first I had last year's August record looking like Danny Darragh's goat, and besides I worked the whole month last year. The way I slaughtered the innocents was a fright. Now for a September showing. Buyers have got to prepare for Fall and Winter business."

OCTOBER.—"Here goes to smash all October records for me. Can see trade setting in strongly in every line. People must have stuff now to do business. And I'm the boy on the job. Our devices are needed by every one and you can gamble that I'm going to put over some biz this month."

NOVEMBER.—"November first, and I'm twelve thousand dollars ahead in sales over all of last year. Will I ease up a little? Not on your life. Here goes for two more record months. Florence and I need the money for that cottage we see looming up next June. Furthermore, I have a personal pride in pushing my sales percentage to topmost notch."

DECEMBER.—"It seemed as if the buyers in my territory fell over themselves last month in handing me business. I never saw anything like it. And now here's December with its opportunities for making closings for Jan. first delivery. I'm already the solitary member in Class AA. But watch me in 1913! The firm will have to create a new rank for me. It will be a merry old Christmas for Florence and me this year."

HE CAN WHO THINKS HE CAN

THE STATIONER AND GIFT COMMODITIES

By Charles L. Garrison.

CHRISTMAS is coming. A glance at any old 1911 calendar will convince you that I am speaking within the bounds of sober truth when I say, as I have already said, Christmas is coming. That Christmas is just around the corner is a foregone conclusion from several considerations. To pick up an argument at random, some of the literary publications have already issued their grand annual Christmastide numbers. Highly prophetic are their covers, all besprangled with spiny-tothed holly leaves, with the bright-red berries winking goodnaturedly at us. Highly suggestive also are the inside pages of these magazines, replete as they are with facsimile reproductions of mistletoe and abounding in seasonable articles that fairly bulge with the Christmas spirit. Yes, there's no gainsaying the fact, Christmas is scheduled to arrive, and that right shortly.

Grand, glorious, bully old Christmas, thrice welcome I say; and then, just by way of emphasis, I'm absolutely tickled to a frazzle to see you coming. Of all our glad, festive occasions, when dull and prosaic routine is fractured by the impact of a mighty sentiment, Christmas has all other festive seasons feezed so badly they aren't in the running. Amid all those accredited occasions—all too frequent, perhaps, in this high-gear modern life of ours—when it is allowed grown-ups to lay aside the cares and responsibilities of mature life, and put on for a time the spirit of youth, Christmas stands out like a telephone pole silhouetted against a blue wintry sky. And who will dare rise up and say that it is not good for us to frisk about like children once in a while? Let him assail our ears with any such statement and we'll tell the pesky old Scrooge-of-a-fellow just what we think of him. No, sir; Christmas is a solid institution, and it rests substantially on the solid basis of a perennial need—the need of an occasional relaxation. If we keep on being grown-ups for too long at a stretch, something is likely to go wrong inside of us. We'd better unbend now and then and punctuate our strenuous strains with a refreshing dash of childhood.

Somebody has sapiently observed that Christmas is fundamentally the children's holiday. Of course—ninny!—who said it wasn't? But who are the children for whom this grand old institution functions? Who are its beneficiaries? Just kiddies, think you, up to say sixteen or seventeen years of age. Oh, monsieur, you wouldn't cut me out, would you?—and I'm more than twice that age! I don't want to be cut out—and, by jingoes, I won't be cut out! D'you get me? I wish it distinctly and emphatically understood that I am to get in on this Christmastide business. I need it. Call it a children's holiday if you are minded to. I don't give a picayune what you call it. But I'm one of the kiddies—or will be when this big Christmas event is pulled off. I'm going in for a gay, rollicking time. If I can peel off every layer of care with which I have been invested by the passing years, take it from me I'm going to peel 'em off. I propose to keep sober and I don't expect to get indicted for making a nuisance of myself, but I'm going to shin down off my tabouret of dignity and cut monkey-shines with the kiddies. You bet I am. I don't propose to commit manslaughter by squelching forever the perennial child in my nature—not if I can perpetuate the life of him by any legitimate means. And that ageless child in the man is looking forward to this forthcoming Christmas with the liveliest interest. And I'm aiding and abetting him. And when the big Christmas holiday has come, I'm going to say to him: "Jollify to your heart's content, my boy; Christmas comes but once a year!"

Why is it that ordinary matter-of-fact folks are so happy when Christmastide comes? Why is it that quips and jokes sound better at that time of the year than at any other time—and often better than they actually are? Why is it that our risibles are so easily excited at Christmas? Why is it that we seem to live, and move, and have our being in a rare, sublimated atmosphere during this particular period of the year? Why is it that we seem to slough off our worries and get out into the warming sunshine of pure joy? Is there a secret about Christmas? Yes, there is a secret about Christmas cheer that we do well to know. The reason that we are happy at this time above all other times, is due to the fact that at this time more than any other time we get out of our restricted, selfish little worlds and think of other people. We remember them with a gift, a token, a memento, as an expression—be it never so simple and inexpensive—of our regard or esteem or love. And just because we find it in our hearts to surprise our friends and loved ones with these little tokens of our regard, we find a new note of gladness in the music of life.

Consequently this is a very busy time with all merchants and shopkeepers who carry articles in their regular and special lines that are suited for gift purposes. And among these busy dealers who are catering to the holiday trade, the stationer is by no manner of means an inconspicuous person. When it comes to locating a place wherein may be had excellent and acceptable articles for gift purposes, it's rather hard to improve on the up-to-date stationer's establishment. The articles that he carries in his regular lines will generally be found not wanting in matters of utility, attractiveness and dependability. And these are qualities that practical people appreciate in gifts they receive no less than in those they give. Take the central line—stationery—about which all other lines are organized, and from which the dealers' occupation derives its name and significance—new and nifty stationery and desk appliances for either men's or women's requirements, certainly affords a wide range of excellent offerings. And then the multitudinous publications that logically belong at the stationer's—books from reduced price novels to the most expensive sets, brochures, manuals, pamphlets, albums, and so forth ad extendum. And there are the calendars, diaries, blank books, card cases, fountain pens, writing outfits, desk supplies, paper knives, pen trays, inkwells, waste baskets, place cards and novelties galore. And there are the more substantial articles—desks, tables, bookcases, filing units and cabinets, costumers, chairs, and so on. Surely there are few dealers in any community whose lines afford such varied and attractive possibilities and opportunities to the man or woman in quest of artistic and acceptable gift articles!

So I dare say stationers and dealers in office appliances everywhere have been busy for several weeks past, and will be till the holiday rush is over. And all of the salespeople in stationery establishments will be busy, too. As the great holiday event approaches the crowds will become larger and larger, and the daily record of sales more and more heartening; so that, though our stationer-friend is taxed by the rigors of the day's work, I trust he will preserve an inward poise and unconsciously exude a fine effluvium of Christmas cheer.

OPPORTUNITIES IN THE STATIONERY TRADE

Article II. By U. G. Case.

Business is as old as mankind. Business started in the Garden of Eden, and has been developed and carried on down through the ages to the present day, which is the great business era in the world's history. Every conceivable phase of life has its business side. Without it the whole world might today be in an uncivilized condition, and yet uncivilized nations, too, have their business transactions. Bartering has always existed with all nations, but there has always been a higher element that stood for progress, which has always been the great discoverer and developer, and has taken civilization to all corners of the universe. The fewer the people, the less civilized, the less educated, the fewer have been their needs and hence the less number of kinds of business. As civilization went forward, as education advanced, so progressed the tastes and needs of the people, and consequently the greater became the number of lines of business, until today we have such a highly specialized type of business that one wonders if it could possibly be divided into any more classifications.

This is the great age of specialization. The world is tending towards more perfect efficiency. Devoting our time, thought and effort to one thing, greater results must naturally follow than when dividing these things among a dozen different avenues. This specializing, when we come to think of it, has always been going on, but as we today think mostly of business and what it can do for individuals and nations, we make greater effort to get more results and so sub-divide in every possible manner to make men and women the most proficient in one or a few things rather than poor artisans in many things.

Stationery Trade a Veteran.

One of the very old lines of business is what is known as the stationery trade. Even under this name it has been known for several centuries. Read up on Stationer's Hall in London, and you will find something very interesting. I had the pleasure of visiting there several times. Of all lines of business, there is none more honorable, more pleasing, having influence on a larger number of people, entering more closely into the business and social sides of life, even getting closer to the homes of all classes, no business outside of foods more represented in the homes, than is the stationery business. There is no line of business that is so interwoven with all other lines of business, so essential to all other lines, so much a part of them, as is the stationery business. There is no line of business on which all other lines have to depend as on the stationery business. Is there a business, therefore, that should carry with it a greater respect and honor than the stationery trade? Can a man enter any line, whether as employer or as employee, and be of more benefit to a greater number of people, than in the stationery business? And, consequently, is there any pursuit where one has greater opportunities for himself individually, or can any kind of a concern do greater good, than in the stationery trade? Do stationers fully realize their honorable position in the business world? To what office can you go and not see things used that came from the stationer? What kind of a partnership or company or corporation could possibly get along without stationery and other stationer's things? Business could not be conducted at all without the stationer, and we would either have to go back to the days when men depended mostly on the memory or whittled notches in wood, and then what would become of our business institutions, their employees, and the many other phases of life affected by such businesses? How could professions, institutions of art and of learning, and even religion, be conducted, to advance present conditions without the stationery and appliances? Can you walk into any office, store, factory, school, church, home, without seeing evidences of the stationer? In the home one finds many things ranging anywhere from the happiest to the saddest of occasions, from birth to death, things by the score that have had their origin with the buyer in the stationery store. Where then can a man serve more people and more effectively, be of greater service and do something for mankind aside from the money-making feature of it? The teacher reaches many people, and so does the preacher; the business man in any line of business may reach thousands of people, but the stationers collectively reach everybody in and out of business all the time and not only for a period as does the teacher or the preacher.

In this distinction the stationer enjoys, we, of course, can only have in mind any business that is not handling foodstuffs. All people must eat to sustain life, but it seems, too, that the stationer has a great hold on life, and why should he not when he caters to so many sides of life? Any stationer has much cause for gladness that he is in that business, and he should have more honor and respect shown to him than he, perhaps, sometimes gets, but if he does not get all that is coming to him it is because he does not understand his position and opportunities.

It is most pleasing and encouraging to find in all large cities, in small cities, in towns, stationers who are men of great business ability, men of education, of culture, in high social standing, interested in civic questions, connected with various organizations—men who are an honor to their communities. Many such men, too, take an active part in certain national affairs. Stationers average a high standard in the many communities that make up the country, and in no country do they stand as high as in our own, the country of opportunity. They are men for the younger men striving for reputations to emulate aggressively. Many of my fondest and most valuable traveling memories over this wonderful country are based on connections with stationers. Many of my most agreeable experiences are based on business connections with them, and at any time, I am ready to take off my hat to a stationer for personal reasons and the good in general he does for the community in which he does business.

Neglect of Opportunity.

But I confess that through these travels and the present experiences, with all the stationer stands for, and feeling well posted on general business conditions the world over through necessity, I know of no class of men in business who after all neglect to a greater extent their real opportunities, and this is no doubt true because they are doing a good business, and so in the rush and push of trying to take proper care of what they are doing, in the attempt to increase revenues and reduce costs, they are neglectful, perhaps thoughtless, of still greater opportunities that stare them in the face. I believe the real cause is that they do not appreciate their position, but put too low an estimate of its worth and power on their business, and the personal power they could exercise. There are things in this world besides money making, things that are priceless, that cannot be calculated in figures, which are greater than all the money in the world, and there is no business where a man who owns the business can, while he is making money also at the same time get and give more of those other things than in the stationery business. If this article has awakened one stationer to a realization of the greatness of his business, and will make him look for greater opportunities, then it has not been in vain.

A FLOWER FROM LIFE'S GARDEN

Recent address of William Winter.

(Editor's Note.—A speech of William Winter, which follows, is reprinted from the New York Times of October 29. A clipping was sent to Griff Glover, vice-president of the Dalton Adding Machine Company, Poplar Bluff, Mo., who reprinted it in the Daltonian, a weekly news letter which circulates to the members of the Dalton staff. Mr. Glover's splendid preface stimulates the sense of appreciation and enhances the inspiration of the delightful address.)

From The Daltonian.

"Men who will help—these are the fellows we all need, and there are plenty of them, both dead and living, if we will but profit by their aid.

"A helpful man—the man whose living and work have served to make the world and men better. A man who has always stood for better, higher things. What a sustaining influence and inspiration he is to us! The best sermon ever preached is the life well lived. I have found much that is beautiful and full of charm in the address of William Winter contained in the New York Times, a clipping of which was sent to me recently, but overshadowing the delight, one cannot escape, under the spell of an address full of enchanting reminiscence, rich in the power of expression and laden with the fragrance of noble thought, from the realization that there stands the man. Could spoken words be more modest or unassuming, and yet the personality, the temperament, the character of Winter stand out in bolder relief than any other biographer could have brought out by intentional trick of words?

"You will, I am sure, bear me out that I am not given to talking here of anything but shop, but here is a flower from life's garden that I want very much to share with you, and I am sure you will not think the time misspent."

Lotos Club Honors William Winter.

(New York Times, Oct. 29.)

The Lotos Club celebrated the seventy-fifth birthday of William Winter, the critic, which occurred on June 15, by a dinner last night at which he was the guest of honor. Five hundred members of the club heartily applauded enthusiastic tributes to Mr. Winter, and gave him an ovation when he rose to respond to the toast of his health proposed by President Frank R. Lawrence, and when he finished speaking.

Mr. Lawrence said that after his long and active career, Mr. Winter was still a worker, and recalled the classic quotation from Tennyson when appointed Poet Laureate of England to succeed Wordsworth, that the laurel was greener for having adorned the brow of "one who uttered nothing base." There was no unworthy expression, he said, in all the work of William Winter, who had always striven for the best in American drama and literature.

The fact that Mr. Winter had been "the friend of many of the noblest men and women who ever adorned the American stage" and of great poets and writers was referred to by Mr. Lawrence. The souvenir menu of the occasion showed in a hazy background behind Mr. Winter's medallion portrait the shadowy faces of some who had been his friends—Booth, Jefferson, Irving, Longfellow and others.

Mr. Lawrence declared that after reading some of the articles on Shakespeare's plays written by Mr. Winter for one of our leading current magazines he was of the opinion that "he is now at the zenith of his powers." The diners applauded vigorously Mr. Lawrence's expression of a wish that Mr. Winter might have many more years of usefulness.

St. Clair McKelway, editor of the Brooklyn Eagle, declared that none had equaled Mr. Winter "in the exploitation of good plays and the excoriation of bad ones. The plays he admired have lasted, and those he condemned did not last very long." Mr. McKelway told of sitting behind Mr. Winter at the last appearance of Edwin Booth in Brooklyn and gave personal incidents of association with him.

Judge Joseph F. Daly, Vice President of The Players, spoke after Mr. McKelway and praised Mr. Winter as a helpful friend of dramatic artists. Others at the speakers' table were the Rev. Thomas R. Slicer, William C. De Mille, the playwright; James S. Metcalfe of Life, Edward J. Wheeler of Current Literature, W. J. Henderson and Henry T. Finck. At other tables were William Travers Jerome, George Barr McCutcheon, Robert S. Yard, James Creelman, Don C. Seltz, B. J. Greenhut, John Adams Thayer, Charles W. Price and Chester S. Lord.

Mr. Winter's Speech.

In replying to the toast of his health, Mr. Winter said in part:

"In speaking thus of other days I would not be understood to disparage the days in which we now live. The general condition of the world, broadly viewed, is more propitious to its human inhabitants now than it ever was before. General advancement, however, can be and is accompanied by sporadic hindrances which, at some times and in some places, retard the expansion of public welfare. To specify and deprecate these hindrances is not to deny that civilization has advanced and is advancing. I believe, with Macaulay, that 'there is constant improvement precisely because there is constant discontent.' That discontent I have sometimes, within the limits of my influence, been a means of fomenting and expressing, and for the expression of it I have incurred bitter reproach. I have maintained that, while material progress has been great, spiritual progress has been relatively small; that, while countless conveniences and luxuries are existent now which sixty years ago were unknown, care now sits by every pillow, home life has become almost impossible, fine manners have nearly vanished, and tumult and vulgarity have well-nigh obliterated the sacred influence of religion (by which I do not mean creeds), and the soothing charm of romance.

"All that I have thus maintained I believe to be true. In the present day, furthermore, I observe that, notwithstanding the vaunt of 'progress,' the prisons are overcrowded and the lunatic asylums overflow; that discontented poverty is embattled against intrenched wealth; that the admirable precepts of Epictetus do not, in even 'the best-governed city in the world,' prevent the commission of hideous crimes, and that persons wishful to prolong their days must acquire and practice the wary vigilance of the aboriginal Indian in order to escape being pulverized by the electrical engines which scorch the earth.

Signs That Give Anxiety.

"I observe, likewise, that the institution of marriage, which is the cornerstone of society, is both insidiously and openly assailed, in novel, essay and play, and that the National Legislature has been asked to make divorce procurable on the somewhat elastic ground of 'incompatibility.' I might mention other signs of these times which cause rational anxiety for the future. I might refer to the singular counsel recently given by the Vice-President of the Nation, that the natural resources of the country should be used by the people of today without need of obligation to posterity, and I might speak of that trend in contemporary thought which has impelled an eminent and revered leader of education to public utterance of conjecture as to the 'Religion of the Future,' as though religion were a caprice of fashion,

"'Which alters when it alteration finds,
And moves with the remover to remove.'

"I would not deny that there are wrongs which should be remedied, and reforms

which should be accomplished. I know that the time is coming, and I believe it is near, when the outworn creeds which have so long enslaved intelligence will be discarded, and when the monstrous superstitions upon which prevalent theology reposes will finally be banished from the human mind. But I also know that the constantly rising tide of practically unrestricted immigration has poured over our country a seething flood of discordant, derogate, dangerous forces and influences, that some of the inevitable results are painfully visible in a tainted press and a vitiated theater, and that the worst of all possible impending evils is the extinction of the restraining, governing power of true religion—no guidance has been supplied to replace it.

"But let us believe that all hindrance to human progress will be surmounted by human wisdom and the pure light of justice and under the impulse of exacting inspiration society will move onward to a happier condition than has yet existed. Meanwhile it is cheering to know that there are peaceful nooks in our tumultuous world, havens devoted to rest and comradeship, like this charming place in which I now have the privilege to stand, the center of your friendly observation and the grateful recipient of your kindness.

"I should be blind indeed to the social virtues of my time and of yours if I could look unmoved on this assemblage of character and talent and on the exquisite picture you have furnished as a souvenir of this occasion—a picture in which appear the faces of some of my old comrades—men who bore aloft the ministry of beauty, who helped and comforted and cheered the world, to whom I gave my affection, and whose affection, thank God, I possessed.

The Consolation of Age.

"That wise, philosophic thinker, the great statesman Disraeli—a man whose figure looms larger as it recedes in the backward vista of Time—said of human life: 'Youth is a blunder, Manhood a struggle, Age a regret.' There is truth in that statement, and yet it is not wholly true. Youth lacks experience, and if it be not guided it sometimes goes astray; Manhood necessarily precipitates itself into strife, but Age, while it regrets, can also exult. There are joys as well as sorrows to be remembered, and it is a kind of triumph to know that the struggle is mostly behind us, that the work has mostly been done, that the record has mostly been made up. At 75 a man has found his level; has learned the vanity of human wishes; has learned patience and resignation, has learned to front the Great Darkness without fear, and, best of all, has learned to be charitable toward all human infirmity; has learned that affection is at once the rarest and the most precious possession in all the world.

"There is a difference between seventy-five and twenty-five; not as great a difference as twenty-five commonly supposes, but great enough to be remarked; yet it is only when I am haunted by memories of a distant past that the difference is realized by me. It was my fortune to enter very early upon active occupation and very early to obtain personal knowledge of distinguished individuals and interesting incidents and scenes, now historic: the stately figure and organ voice of Daniel Webster; the magnetic presence and thrilling eloquence of Rufus Choate; the persuasive oratory and triumphal progress of the Hungarian patriot Louis Kossuth; the preaching of Theodore Parker in his most militant days; Edward Everett's first delivery of his great oration on Washington; the acting of that marvelous genius, the elder booth; Lemuel Shaw on the bench and Henry Giles in the Lyceum; Charles Sumner, speaking for Liberty in Faneuil Hall, and Wendell Phillips, pleading for humanity before the Legislature of Massachusetts; the excitement that attended the coming of Rachel and the coming of Thackeray; the fireside companionship of Longfellow; the laying of the first Atlantic ocean cable; the funeral train of John Quincy Adams, and that crucial campaign (in which I was an ardent and frequent speaker for Fremont and Dayton), the fortunate result of which, the election of Buchanan to the Presidency of the Republic, averted civil war for a period of four years.

Memories of the Past.

"When memories of that distant past throng upon me, when I recollect the vicissitudes of my life—the labors, the joys, the sorrows, the blighted hopes, the friends who have passed away—I realize that I have lived a long time. But, after all, time is only a word. We are in eternity now—as much as we ever shall be. The poet Philip James Bailey—another bright figure in my remembrance of long ago—to whom, within comparatively recent years, I had the happiness of expressing my homage for his noble poem of 'Festus'—inscribed for me, in four lines, a great and significant truth:

"'We live in deeds, not words; in thoughts, not breaths;
In feelings, not in figures on a dial!
We should count time by heart-throbs; he most lives
Who thinks most, feels the noblest, acts the best.'

"I can not and do not presume that your tribute to me is exclusively personal. It possesses, I believe, a broader significance. I know that in a long and laborious career as an author and a journalist I have done some service, but I do not overesteem it. I feel that, deep in your minds, the thought must harbor that you are honoring me more for what in some sense—perhaps very remotely—I represent than for what I am; that you have considered me as one of the few remaining links between the present day and the pioneer age of American literature, and that beneath its denotement of appreciation and good will your compliment is intended to express your pride in the writings of the fathers, your sympathy with the literary traditions of Irving, Dana, Cooper, Halleck, Bryant, Longfellow, Willis, Poe, Hawthorne, and Mitchell—traditions which I inherited and which at least I have tried to continue.

Ideals of My Youth.

"Longfellow was the friend and the mentor of my youth. Willis published, with commendatory words, my first considerable poem. Bryant, when my first book appeared, in 1854, wrote to me, saying: 'I am not sure that any young man is to be congratulated on having chosen poetry as a vocation, but I am glad to see that you have acquitted yourself so well.' Fifty years ago and more when, in England, the writings of Dickens, Thackeray, Macaulay, Kingsley, Reade, Carlyle, De Quincey, Tennyson, Milnes, Barry Cornwall and Alexander Smith were pouring from the press, it was my privilege to feed and profit by the direct influence of those masters of thought, and it was also my privilege to delight in the vital, breezy, inspiriting sea stories and fascinating woodland tales of Cooper, the weird romances of Hawthorne, Longfellow's harmonies of tender sentiment and philosophic musing, and Poe's pathetic, mystical dirges of ruined hope and immortal sorrow. 'The Scarlet Letter,' 'Evangeline,' 'The Golden Legend,' 'Hiawatha,' 'Dream Life' and 'The Reveries of a Bachelor' were new books then; the 'Airs of Palestine' and 'Alnwick Castle' were not old ones—and all were dear to me. I was charmed by the lovely lyrics of John Pierpont. I listened with awe to the voice of Richard Henry Dana, the patriarch of our poets, discoursing on the sublime theme of 'Hamlet.' I heard the winning tones of Emerson and his sage monitions sank into my heart to remain there forever. That was a radiant time—the time in which my mind was colored and the directions of my literary labor determined. The poet Cowper considered it

"'Praise enough
To fill the ambition of a private man
That Chatham's language was his mother tongue,
And Wolfe's great name compatriot with his own.'

"For me it is praise enough that I have cherished the ideals of my youth, that I have kept the faith, that, throughout a long and laborious career in the journalism of this great and exacting city, I have held fast by right examples of the past, and that my achievement has caused such minds as are now assembled here to link my name—however humbly—with thoughts and memories of a golden age of American letters."

At Buffalo, N. Y., late last summer at a stenographic contest held under the auspices of the National Shorthand Reporters' Association, the Adams trophy, a silver cup, was won by Miss Nellie M. Wood, with a percentage of accuracy of 99.5. Nathan Behrin won the shorthand writer cup, with an accuracy percentage of 96.8. Both writers use the Isaac Pitman shorthand system.

OFFICE APPLIANCES IN GREAT BRITAIN

* Exclusive correspondence to Office Appliances.

London, November 18th, 1911.

FROM all accounts current British business in typewriters and office specialties is good and going better. Throughout the trade there appears to be distinct signs of prosperity and busy business. Once more the general trade well-being of the country is reflected in the office appliance business and large sales are the result. No pains are being spared by manufacturers, importers and producers of the leading office aids, and good advertising is the order of the day.

Not only in England are things good, but a correspondent in Scotland informs me that north of the Tweed, modern office appliances and up-to-date systems are always appreciated and have been lately largely introduced. In Edinburgh where many large insurance companies have their headquarters a considerable trade has resulted. At the same time, there is still a large proportion of Scottish business houses, professional and legal, where agents find it difficult to make active headway against the natural conservatism of these old established houses. Glasgow is, of course, the principal manufacturing city of Scotland, and in offices there will be found some of the most modern and complete office outfits in the whole of the United Kingdom. In Edinburgh, one prominent house is proposing to run a special show of business systems for some months, coupling this with judicious advertising, both through the newspapers and by circulars. Along with loose-leaf ledgers, vertical filing and card-index systems, they will be showing such special lines as the Dictaphone, Burrough's Adding Machine, Moore's Modern Methods, the Brunsviga Calculator, etc.

Coming back to London, a large amount of movement and activity are found. The Yost is featuring specially in its present advertising the Yost cheque perforating typewriter which the British business man is being informed writes the whole of the particulars in bold characters that actually perforate the cheque. This reminds one that at the recent meeting of the Institute of Bankers, Sir Felix Schuster stated that it was not advisable for firms to write cheques with a typewriter. He conveyed the impression that the cheque so written was very easily altered, and thus the way was opened for fraud. The Yost device would, no doubt, satisfy Sir Felix Schuster. W. J. Richardson, governing director of the Barlock, who has taken special interest in this matter, and the kindred question of the permanence of typewritten records, also wrote to Sir Felix Schuster, pointing out that a typewritten cheque, written with an indelible black ink-ribbon was absolutely unalterable.

The Yost reports special development in the north of Scotland, a new branch having been opened as far north as Elgin. At Bristol, in the West of England, larger and more convenient premises have had to be taken for the branch there. As far away as Spain, the new Yost headquarters at Madrid, now top off a very busy series of eleven subsidiary branches.

The Monarch typewriter has been exhibiting its newest models at the Bradford Exhibition on October 16th and following days. Increased sales have resulted. The Belfast agency for these machines, which was formerly in the hands of Allan and Mercier, will now, consequent upon the dissolution of that partnership, be in the sole charge of T. B. Mercier. Mr. Earle is due to sail for New York the first week of December, on one of the business tours which he makes across the Atlantic about this time of the year.

The Underwood and the Remington are getting useful advertising copy out of their recent Turin and other exhibition successes. The Remington Wahl has so improved the Remington business here that further additions to staff and office space have had to be secured. At the moment substantial reconstruction is proceeding at 100 Gracechurch Street. The Remington recently sent out a large number of postal cards to customers in connection with the aerial post experiments and the message was peculiarly appropriate.

Managing Director Yancey of the L. C. Smith & Bros. typewriter, informs me that October saw the biggest business since the opening of the London office two years ago. So generally has it been increasing—indeed, that his firm have had to extend their premises twice since taking the first lease and have recently made a further extensive addition to them. This general progress applies both to business in London and the provinces and there is every reason to think, he said, that the same pleasant condition of things will continue for quite a long time to come. The provincial sales are expanding as fast as new agencies can be established in various parts of Great Britain. Already this year sales of the L. C. Smith are up about 85 per cent upon last year's figures—a good enough record when one takes into consideration the dislocation of business entailed by the Coronation ceremonies and labor troubles in the past summer. Director Yancey considers the business outlook for Great Britain a most rosy one and during the comparatively short time the firm has been established in London, it has received orders from most of the prominent users of typewriters, including H. M. Government, the London County Council, the principal railways, insurance companies and other large industrial organizations, as well as all the prominent educational institutions. At the present time, it holds extensive contracts with the British Westinghouse Electrical Manufacturing Co., the Vacuum Oil Co. (51 machines), the British Thomson Houston, etc., all of whom are large users of typewriters.

European Director A. P. Brooks of the Royal has given an interesting interview with regard to his recent extensive European tour. Upon this occasion he had a rather unpleasant experience with the Copenhagen police. Charged improperly with infringing technically the ancient law, going back to 1690, which made it a penal offense for a concern such as his to sell goods retail for cash, Mr. Brooks was put to a whole lot of trouble through the information laid by a disappointed agent. The case is still pending before the higher Danish court.

With regard to the typewriter business on the Continent, he declared that from his two years' experience of European travel, the most progressive countries in regard to the use of the typewriter and business methods, etc., are Germany, Belgium, Sweden, Austria, and, in spite of revolutions, business in Portugal is really very good. With regard to Austria, one of the most interesting and extensive business exhibitions ever held on the Continent will be held early in November in Vienna. It will be an exhibition similar to those at Olympia, in London, and typewriters and office appliances will, of course, be prominent features.

In the Balkan States, Mr. Brooks found the people backward, excepting Roumania, or rather the city of Bucharest, which was a very modern city. In some parts of Russia, large numbers of typewriters are being sold; but he thought Holland and Belgium are making most headway of any countries from a general manufacturing point of view. Of course Germany is the only country outside the United States of America which has been successful in the making of typewriters, although Germany has so far developed only two typewriters which could be considered well built.: Germany is now trying to organize her type-

writer business in the neighboring countries of Europe but not very successfully, excepting Austria. In France, Mr. Brooks said he found much less readiness to take up typewriter agencies by business firms than in other European countries.

The Burroughs Adder people showed a full line of their new style machines at the Nottingham Business Exhibition which commenced on November 13th at 76 Cannon St. They are firm believers in the "business exhibition" as among the very best means of advertising their specialty existent in the United Kingdom. With the renewed activity in the cotton industries of Lancashire the business at the Manchester head agency in the County Palatine is increasing perceptibly and their salesman in that district has already secured over 100 per cent of his monthly quota by the 10th of the present month. Lancashire more nearly approaches America in its adoption of specialties, such as the "Adder," than perhaps any other district in Great Britain and is thus in the position of being about the most important provincial agency that the firm controls.

The company selling the Kalamazoo Loose Leaf Binder moved into their new quarters at 63 Coleman St. on November 7th and since then have been very busy both with new orders and also in getting their house in order. They have now acquired the entire German, American and English patents for the new double-hinged ledger device which is their latest specialty and which has been most successfully put on the market. The first sale was booked in the week ending November 11th; it was for 110 of the binders to the British Government. Director Frank L. Impey is at the moment in the United States, where he is actively organizing, and he is not expected to return for the next three weeks at least. The British company controls the whole of the foreign business with the exception of that on the two continents of America. Country after country in Europe has been opened up but more agents especially are wanted to sell the binder in Germany. The Australian business is going strong and territory after territory on that continent is rapidly being taken in. Managing Director F. Paul Impey was glad to inform your correspondent that amongst recent London orders was one from the Bovril Company who propose in future to utilize the Kalamazoo binder over a large section of their office work. They have just arranged with L. Fles of the well-known Dutch firm of L. Fles and Company to act as their representative in Holland, where it is proposed to conduct newspaper advertising campaigns of the same important character as in England, and within the next few weeks the principal Dutch journals will carry six or seven Kalamazoo Binder half-page advertisements.

The Grady rebuilt typewriter is now well established in South Africa, where agencies under a central control are being taken up in connection with the parent company in London. New Zealand is also in course of active exploitation especially with reference to the new waterless process copier called the Esco Rotary, with the sales of which, although it has only been three months on the market, the promoters are very well content. On the European continent an important agency has just been taken up for Holland and another one at Buda Pesth, the Hungarian capital, whilst an inquiry comes from Calcutta for the constitution of an agency to cover Bengal.

On looking in at the offices of the Empire typewriter in Queen Victoria St., we found Manager Bland absent on a little business tour of the Northern counties, including Birmingham, Manchester and Liverpool. Secretary J. M. Gillies, who is in

A. W. YANCEY.

charge in London in his absence, informed us that they were busy preparing for the extension of their premises to be inaugurated shortly whereby the typewriter show room department will be considerably enlarged with a consequent augmentation of staff. At this time of the year the Empire makes a feature of its annual calendar which is, in fact, a pictorial résumé of the most recent improvements to these machines.

The Anglo-American Wholesale are in the position of not being able to get typewriter mechanics fast enough to cope with their increasing business. Manager Parker Drake is advertising everywhere for specialists of this kind and finds them difficult to obtain. The company doing business at Long Acre reports that the October sales established a new record by over 20 per cent though they have no idea of laying on their oars on that account. Still, a fair notion may be gathered of the way business here is booming by the fact that the mechanical staff has more than doubled itself since so recent a period as this summer past. The firm is about to put on the market a new Polygraph ribbon duplicator. The principle of this is already well-known in Europe but the new machine embodies a number of original features and the manufacturing firm claim that it will be quite in the front rank of duplicating appliances. Manager Drake hopes to have it ready for sale by the middle of December. The services of R. S. Buckingham, who was responsible for the evolution of the famous Elswick bicycle, have been especially retained to superintend the manufacture of the new Polygraph.

Moore's Modern Methods have been going in for an original style of treatment in shop window arrangement with the attractive appearance of which they are very well pleased.

Rockwell-Wabash, the affiliated company, is also doing great things under the able management of Chadwich H. Moore, who since he took the helm has altogether revolutionized the business. Orders are coming in very encouraging numbers and it is likely the limit has by no means been reached.

The Roneo's year's trading has resulted in a profit of £32,701. After providing for depreciation, interest on debentures and bank charges, managing director's remuneration and director's fees, together £9,759, there remains a net balance of £22,942, to which must be added the sum of £1,773, brought from last year's account, making a total of £24,715. The total dividend for the year is 10 per cent. This absorbs the sum of £18,579, and after deducting the amount of preference dividend there remains a balance of £4,718.

The sales for 1910-11 show an increase of 12½ per cent over the amount of sales for 1909-10, which was in itself a record year.

The company's representative said:

"Last year a great step forward was taken when we erected and equipped a foundry, so that we could purchase pig-iron and produce the castings, which were then transferred to the engineering department to be worked up. This has turned out an unqualified success. It has saved a considerable amount in wages, and it has enabled us to make a better article, because we have been in a position absolutely to control the quality of the castings upon which labor was expended. Moreover, careful accounts have been kept of the foundry, and we find that we are producing our castings at prices considerably lower than that which we had to pay for them in the market. Only one part of the apparatus remained which we did not manufacture ourselves, and that was the rubber parts. Of these the most important are the rubber rollers. You are fully aware of the remarkable circumstances which have surrounded the rubber trade for the past two years. We found that it was impossible to rely upon consistency in the quality of the rubber goods which we were producing. Defects might develop when goods reached Japan or Australia which it was impossible to detect at Romford. In order, therefore, that we may get rid of this last element of uncertainty in the quality of the goods the manufacturing plant has been laid down at Romford, and we anticipate benefits from that equal in importance to those which we have derived from having our own foundry."

NEW DEVICES PUT ON THE MARKET DURING 1911.

ADDING MACHINES.

BARRETT ADDING MACHINE COMPANY, Grand Rapids, Michigan, have added several refinements to the Barrett adding machine and have worked out ingenious systems which can be readily mastered by adding machine users. Among these systems is the process of adding fractions which is described in Office Appliances for August, page 50.

BURROUGHS ADDING MACHINE COMPANY of Detroit, announced during the year its new electric typewriter adding machine designed to fill the demand of certain adding machine users who wished to make short descriptions of items or who wish to mark certain items with characters not found on the regular adding machine. This obviates handling the forms twice. The machine is built primarily as an adding machine for accounting purposes, but it has the features of strength and efficiency which characterize all of the Burroughs products. The paper feed mecchanism is such that the operator is not required to touch it after it enters the feed rolls. Typewriter and adding machine keys are on the same level, the two sets constituting a single keyboard. The typewriter part of the new machine is designed to write in capital letters and is a valuable addition to the equipment of banks, bookkeepers, etc. Office Appliances, August, page 24.

DALTON ADDING MACHINE COMPANY, Poplar Bluff, Mo., has added during the year to its well-known machines an electric motor drive which is a separate integral unit. It is attached or detached to any Dalton machine in a moment, is noiseless in operation and it is light, compact and readily portable. A new special model of the Dalton has been arranged to list figures in two columns adding only the right hand column for which the full capacity of the machine is available. An item counter and signal bell designed to be attached at one end of the paper carriage is another new Dalton addition. It is instantly adjustable to signal the operator when a certain number of items have been printed. The Dalton company has designed what they call the Post Office Special paper carriage to control the paper until the extreme bottom edge has been reached. Another special machine is the Railroad Diem machine specially designed for car accountants and arranged to list the number of the car in the same line with the amount representing days, the latter amount only being totalized. The past year has witnessed other modifications of the machine resulting in simplification of structure, improved construction, etc.

DUPLEX ADDING MACHINE COMPANY, St. Louis, Mo., have perfected the Duplex, a new adding machine which has been placed on the market during the year. This is a portable machine containing many interesting features. It may be split in any or every column, making possible any combination of columns to suit the work. The machine is simply constructed and contains comparatively few parts, but it is claimed will do a very wide variety of work. Full description will be found in Office Appliances for January, page 72.

HARRIS WRITING AND ACCOUNTING MACHINE COMPANY, New York City, early in the year prepared to place on the market the Harris writing and accounting machine, designed to perform the operation of typewriting and accounting at one and the same time. Any standard typewriter can be placed upon it and without alteration, it is claimed that it becomes a mechanical integral part of the machine. The machine adds and subtracts, cross tabulates and picks up each total, giving at the end the grand totalization of the work done. Office Appliances, December, 1910, page 74, also January, 1911, page 106.

MOON-HOPKINS BILLING MACHINE COMPANY have further perfected the Moon Hopkins billing machine by the addition of one or two refinements. By the use of this machine the numerals of the typewriter and the adding machine keys can be covered with one hand. The entire keyboard covers only about three by eight inches, thus enabling the operator to use the touch system. The machine is driven by a motor, will perform all its operations with great rapidity and does not only addition, but subtraction and multiplication, all of which operations may be performed interchangeably. Division is performed by the use of reciprocals. The machine is illustrated and described in the October number of Office Appliances, page 52.

TOURTEL ADDING MACHINE SYNDICATE, LTD., London, England, have just announced the Tourtel adding machine claimed to be the smallest machine of the kind in the world which combines efficiency, simplicity and cheapness. The Tourtel is an adding machine and a printing adding machine as well and is so constructed that the operator can see the figures printed upon the tape. The machine weighs twelve pounds and is made for any coinage with any capacity desired. Office Appliances, November, page 81.

ADDRESSING MACHINES.

ADDRESSOGRAPH COMPANY, Chicago, within the last twelve months has placed on the market a new separable line address place for the use of gas and other public service corporations. By the use of this plate it is not necessary to change the whole plate when changing the address. The new address is embossed upon a metal plate and the old address is removed, the new one being slid into the frame in the place of the old. It is claimed that the separable line system minimizes the cost of maintenance. All lines are interchangeable, and where a man moves from one place to another, his name line can be shifted to another plate as readily as the address plate can be removed. December, 1910, page 30.

The company has recently added a new automatic feed Addressograph with power driven, high capacity machine which will handle a large quantity of mail matter of almost any size or shape. When it has done all the work which has been provided for it it will stop automatically. Another Addressograph improvement is the one piece metal address plate which may be flattened out in any part and used again and again. These plates are received in blank and are embossed with the names and addresses by means of a special machine called the office graphotype. By the use of the graphotype names and addresses can be embossed upon plates almost as quickly as if written on a typewriter. Office Appliances, October, page 92.

AUTOGRAPHIC REGISTERS.

OFFICE APPLIANCE MANUFACTURING COMPANY, of Providence, R. I., are marketing a new device called the Memograph or Silent Witness. They claim that the Memograph forms a perfect method for keeping memoranda, reporting telephone messages, issuing instructions, etc., etc. At one operation the Memograph makes one copy to be torn off and issued to the person interested, and another which is kept rolled up in the machine for ready reference. The price of the machine is moderate.

UNITED AUTOGRAPHIC REGISTER COMPANY, Chicago, this year placed on the market the Barker roll paper attachment for typewriters. This attachment is used for writing uniform bills of lading, invoices, correspondence, etc. The manufacturers claim that by its use it is possible to turn out double the amount of work that can be done by the old method of interleaving carbon sheets. The knife edge on the name plate above the typewriter platen provides for tearing off forms of any length desired. Office Appliances, April, page 79.

BILLING AND CHARGING MACHINES.

B. LOWENBACH & SONS COMPANY, LTD., of Milwaukee, is manufacturing the Clip-On autographic billing and charging machine in two sizes, numbers one and two. The makers state that by the use of this device the bookkeeper may at one writing enter his order, make his department records, write his acknowledgement of orders, make out his delivery receipts in duplicate and bill and charge same on the sales sheets. He can bill and charge on two sides of the loose leaf sales sheet and the operation can also be performed on a permanent bound flat opening section sewed book if desired. Office Appliances, March, page 60.

BINDERS.

BIGELOW BINDER COMPANY, New York City, have placed on the market a binder specially designed for leading weekly or monthly periodicals, the capacity of each binder is one volume. Gummed labels printed in gold giving the name of the publication are furnished separately. The binder has the appearance of a regular bound book and is a permanent file for holding magazines, journals, pamphlets, catalogs, etc. Office Appliances, July, page 112.

BOOK TYPEWRITERS.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa., placed on the market early in the year their new automatic platen No. 9, on which the bed or writing surface sinks down from the rails or tracks on which the machine travels by means of a slight pressure of the operator's foot, which is done automatically or simultaneously with the pushing of the machine head back from its work with one's hand while the sheet or sheets are inserted or removed with the other hand. This feature is claimed to produce a marked increase in the amount of work turned out. Office Appliances, February, page 68.

CALCULATING DEVICES AND MACHINES.

ARITHSTYLE COMPANY, New York, N. Y., is introducing an improved model of Goldman's Arithstyle Arith. Machine, a cheap, fast and handy computing machine. Improvements relate principally to interior construction and contribtue to durability and reliability of machine and facility of manipulation. Important changes have also been instituted in the exterior appearance of machine.

The company is also introducing Arithstyle Resetting Counters with push button or lever attachment intended for use on office machines where counting mechanism is required.

INSTANTANEOUS CALCULATOR COMPANY, Detroit, Mich., has put on the market during the past year a new machine called Fratcher's Instantaneous Calculator. This device is of moderate price and strong claims are made for it. The idea is said to be new. It is claimed that it multiplies and divides, figures discounts, chain discounts and net discounts, handles fractions, figures cost percentages, invoices, pay rolls, bank interest, etc., etc., doing everything required in multiplication or division in much shorter time than that usually required. The calculator is a set of number tables printed on heavy cardboard and bound in heavy buckram. It folds up like a book and is a coprighted device, having a sliding indicator for the use of the operator.

MEILICKE CALCULATOR COMPANY, Chicago, last spring put on the market the Meilicke Calculator, a machine which, by means of drum, case with indicator, gear wheels, detector wheels and two outside right and left calendar wheels, computes time and interest by a process that is practically as quick as the eye can follow the indicator. This machine is described and illustrated on page 31 of Office Appliances for April.

CARBON PAPER.

CARBONLESS PAPER COMPANY, New York City, has added to its well known line several new grades and thicknesses. This paper can be supplied in any size demanded and can be handled without soiling the fingers or injuring the sheets. On the pressure of type, stylus or pencil, the white coating is pushed aside, disclosing the pigment underneath, thus making the copy of whatever matter is being written on the top sheet. Absolute permanence is claimed for this paper. Office Appliances, June, page 130, Office Appliances, July, page 48.

STRIP CARBON COMPANY, of Aurora, Ill., not long ago devised an ingenious system for addressing the envelope at the same time the letter is written. The plan is an adaptation of the Strip Carbon method. The strip carbon is used to address the envelope at the same time the form letters are filled in, and it is stated that with the same operation the source of the inquiry is filled in on a follow up card, all in one operation. Office Appliances, June, page 34.

CHECK PROTECTORS.

DEFENDOGRAPH COMPANY, THE, Rochester, N. Y., has during the year put on the market the Defendograph check protector, a machine which, it is claimed, forces acid-proof ink through the paper of the check without defacing the instrument. The machine inks automatically and is claimed to be the only visible printing limiting line check protector on the market.

NEW ERA MANUFACTURING COMPANY, New York City, are promoting the sale of the Automatic check protector, a check punch which is said to be the oldest device of the kind on the market. Office Appliances, October, page 135.

G. W. TODD & COMPANY, Rochester, N. Y., have still further perfected the well-known check protector, the Protectograph, the demand for which is steadily increasing. Office Appliances, June, page 42.

COPIERS.

RONEO COMPANY, New York, N. Y., early in the Fall announced their new No. 10 perforated sheet Roneo copier intended to supply the demand for a small simple device that can be sold at a moderate price. The machine has distinctive advantages which were described in Office Appliances for September, page 66.

CUSPIDORS.

IRELAND & MATTHEWS MANUFACTURING COMPANY, Detroit, Michigan, have put

out a line of new cuspidors for office and public places. These are in several different designs, brief description of which will be found on page 58 of the May Office Appliances.

DATING STAMPS.

SANBORN, ELMER H., Los Angeles, Calif., has invented a hand dating stamp so constructed that the date may be changed from day to day and date, and other information will always appear in an upright position. Office Appliances, May, page 80.

DEALERS' SPECIALTIES.

YAWMAN & ERBE MANUFACTURING COMPANY, have devised a new oak sample frame for the use of dealers in showing their everlasting index tabs. These samples are shown under glass and the frame is so constructed that it stands conveniently upon the table or counter. Office Appliances, December, 1910, page 106.

DESKS.

BROWNE-MORSE COMPANY, Muskegon, Mich., has added during the year some important new features to its line. Among them is the "Desk with Brains"—a desk built up of sections used on pedestals and forming, when set up a compact desk and filing cabinet combined. See November Office Appliances, page 174. Other new features of the line include a vertical file tray; a new filing stool for filing clerks when using the lower drawers of a vertical file; a new sanitary base for upright vertical file sections, and a new knock-down sectional bookcase which is soon to be placed on the market.

CUTLER DESK COMPANY, Buffalo, N. Y., has during the year gotten out a line of office desks, consisting of interchangeable filing devices placed upon the pedestal. In place of the usual pedestal drawers, equal spaces are left open for the insertion of filing cabinets which contain vertical card drawers, letter files, or letter files or legal blank trays, document holders, etc., according to the buyer's selection. This it is claimed provides a complete desk and filing system at a nominal cost.

DERBY DESK COMPANY, Boston, Mass., is marketing a new style of typewriter desk. The typewriter device, which is housed in the pedestal, slides every way on metal tracks and rollers. It is adjustable to any weight of machine and is entirely rigid when in position for use. Office Appliances, November, page 156.

EVANSVILLE DESK COMPANY, Evansville, Ind. A handsome line of low roll top desks is a feature of this company's manufacture. These desks are ample in room of attractive pattern after the new sanitary. Office Appliances, March, page 150.

HENDERSON DESK COMPANY, Henderson, Ky., has recently constructed a new flat top drop typewriter desk of sanitary design, substantially and handsomely finished. This desk embraces a number of unique features of design and construction. It is built of plain oak, finished golden with a five-ply built up writing bed. It is thirty inches high, thirty-two inches deep and forty-two inches long.

LEOPOLD DESK COMPANY, Burlington, Iowa, are laying special emphasis upon their new 1912 model flat top desk. This desk is of Sanitary design with raised edge along the ends and back. It contains three drawers on each side and one beneath the writing bed with slides and other accessories. It is constructed of heavy oak and is handsomely finished.

MOON DESK COMPANY, Muskegon, Michigan. Many improvements have been made in the Moon Desk Company's line during the past year. Their line of sanitary and regular desks is one of the most attractive made. Description and illustration of their leading sanitary desk will be found on page 72 Office Appliances for February.

SHELBYVILLE DESK COMPANY, Shelbyville, Ind., have placed on the market a new sanitary typewriter desk made of selected quartered oak or mahogany. The drawers are finished inside and the desk has heavy raised panels, stained wax finish and is of high quality. Office Appliances, February, page 78.

STERLING DESK COMPANY, Grand Rapids, Mich., announced early in the year their desk No. 15 for typewriters. This is well-made of selected oak with built up panels. The stand folds up and the desk is shipped knocked down.

TELL CITY DESK COMPANY, Tell City, Indiana, recently added a complete line of roll top, flat top and standing sanitary desks, durably built and a medium price. These desks are featured with "Neverstick" drawers and slides and are attractive in appearance. Office Appliances, June, page 96.

WEIS MANUFACTURING COMPANY, Monroe, Michigan, have placed on the market what they term the complete office on legs consisting of a roomy flat top with extensions, slides and center drawer. The pedestals are of the sanitary pattern arranged according to purchaser's choice of nine kinds of drawers for filing, all standard sizes of papers, index cards, blanks, etc. Office Appliances, October, page 131.

DESK CALENDARS.

WEEKS NUMAN COMPANY, of New York City, placed on the market during the year what is known as the practical desk calendar and memo pad. This is of simple construction and has valuable features of durability and convenience. It is cut from one piece of metal and there is nothing about it to mar or scratch the furniture. It readily adapts itself to low roll top desks. Full description and illustration will be found in the December number of

DESK PADS.

MEYERCORD COMPANY, Chicago, Ill., are marketing the Everclean desk pad which presents a hard, smooth writing surface, permanent and easy to clean. It is made to match the surface of the desk and provides a smooth, easy writing surface. Office Appliances, July, page 71.

RAVENSWOOD OFFICE SPECIALTIES COMPANY, Chicago, Illinois, are manufacturing the Roscoe transparent desk pad consisting of a glass plate fitted to a frame binding that it may be easily taken out or set into place. Office Appliances, May, page 134.

DICTATING MACHINES.

COLUMBIA PHONOGRAPH COMPANY, sole distributors of the Dictaphone has gotten out a new improved model of this machine which is light, compact and portable. It is sold with or without pedestal as may be desired. The new models are reduced in dimension and in weight. The wooden cabinet has been replaced by a condensed case which, together with the entire frame work is cast in aluminum about twelve inches long by six inches wide. The motor switch, speed adjusting screw and stop and start buttons are arranged in a small centrally located nickel plate which is plainly marked. The cabinet is instantly removable from the pedestal for use upon the desk. A felt base prevents marring.

THOMAS A. EDISON, INCORPORATED, Orange, N. J., has placed on the market during the past year the Edison Business Phonograph in steel. This is the standard Edison machine in a new suit. Added to this same compact style of machine is a new correction system consisting of a convenient device for holding a celluloid form on the phonograph arm, thus avoiding the mental operation of locating the point to be checked. The dictator used a pencil suspended from a flexible arm to mark the celluloid form as it passes under the straight-edge fixed to the machine. By the use of this device the transcriber is able readily to locate any instructions pertaining to the dictation on the cylinder.

This machine was described in Office Appliances for October, page 44.

DICTIONARY HOLDER.

FLANAGAN, GEORGE J., Chicago, Ill., is producing a handy dictionary stand and book holder known as Flanagan's automatic all steel dictionary holder, top of which automatically adjusts itself to a dictionary of any thickness. There are no set screws and the holder will retain the book either open or closed. An ingenious tilting adjustment permits moving the top to any angle desired by merely pressing a button. The holder has four legs and is provided with a book holder beside the swivel arrangement. Office Appliances, July, page 53.

ENVELOPE FEEDERS.

ENVELOGRAPH COMPANY, New York City, is marketing a typewriter attachment called the Arrow Envelograph, which is designed to be attached to any typewriter and used for feeding envelopes into the machine. The envelograph consists of an endless belt with pickets at intervals. The belt runs over three cylinders passing through the magazine which contains the envelopes, each pocket picking up an envelope as it passes through. The operator turns the platen in the usual way, bringing an envelope into place. It is claimed that a good operator can address 400 envelopes an hour with this attachment. Office Appliances, March, page 50.

ENVELOPE OPENERS.

RAPID MAIL OPENING MACHINE COMPANY, Chicago, Ill.—This is an electrically driven machine for the rapid opening of large quantities of letters. The motor is inside a solid oaken box and operates a wheel on which are a large number of keen knives which, rotating horizontally against a brass plate, cut off about 1/100 of an inch of the envelopes as they pass across the plate. The shavings are drawn downwards into a drawer at the bottom of the machine, which operates entirely without dust. Divisions in the top of the box just above the shearing mechanism, give the requisite firmness to enable the cutters to shear a slight shaving from the envelope. About fifty letters can be opened in one operation in but one second's time, or even more quickly. Office Appliances, June, page 36.

ENVELOPE SEALERS.

ACORN BRASS MANUFACTURING COMPANY have revised and improved their well-known Thexton sealing machines. These machines are made in three different styles, one being a hand power machine and the other two being driven by an electric motor. These machines are intended to handle a large amount of mail matter, the Senior Electric taking envelopes of any size from No. 6 to No. 12. Office Appliances, September, page 58.

H. J. REYNOLDS & COMPANY, Chicago, Ill., have added to their well-known line of hand envelope sealing devices an envelope sealer which is equipped with a motor and runs by electricity furnished from the regular electric light circuit. Office Appliances, October, page 77.

ERASERS.

D. W. BEAUMEL & COMPANY, New York, have recently devised a new useful pocket eraser with steel blade and cap. The cap forms a perfect handle when the eraser is in use. Office Appliances, March, page 150.

O. K. MANUFACTURING COMPANY, Syracuse, N. Y., is marketing Frederick's Patent Adjustable Sanitary Eraser, whose construction is such as to adapt it to receive at one end a strip of rubber of suitable width, thickness and length to fit the metal holder and perform its proper office. Only a small portion of the rubber is exposed at one time, remaining clean until entirely used.

EXPENSE BOOK.

BENNETT, E. W., New Britain, Conn., is putting on the market a pocket size daily and monthly expense book with a page for each day in the month. Office Appliances, October, page 145.

EYE SHIELDS.

CHICAGO EYE SHIELD COMPANY, Chicago, Ill., got out some months ago their Eclipse Eye Shade made of celluloid and fitted with adjustable leather head band. Office Appliances, January, page 132.

FILING CABINETS.

AUTOMATIC FILE AND INDEX COMPANY, Green Bay, Wis., are marketing a line of automatic filing cabinets equipped with hinge drop front and automatic tilting follower. These are handsomely finished and made of best material. The Automatic is made with desk top section or without, as may be desired, and with or without sanitary base. Office Appliances, July, page 83.

CANTON MANUFACTURING COMPANY, of Canton, Ohio, is marketing a line of office filing cabinets called the Multo-Plex. They claim for the Multo-Plex line various distinctive features, chief of which is the economy of space achieved by the use of the Multo-Plex system. Multo-Plex drawers are divided by adjustable metal partitions into which the folders containing the letters are placed. This it is claimed, economizes space by doing away with the sagging and buckling of the folders containing the correspondence, every folder placed in a Multo-Plex drawer is upright at all times, no matter how roughly the drawer may be handled. These metal partitions are movable and adjustable to provide for a large or small amount of correspondence in any one folder. They hang from

the top of the drawer supported on either side by steel rods.

EFFICIENCY CABINET COMPANY, Chicago, Ill., last spring perfected what is known as the efficiency cabinet, a filing cabinet having drawers which open from either end. These cabinets are attachable to typewriter or flat top desks of special construction so that two operators can use the same set of cabinets, thus economizing time and space. Office Appliances, April, page 46.

ENGINEER SEARCHING COMPANY, Washington, D. C., announced during the summer the completion of a new filing device for maps, drawings, plans, prints, etc., consisting of a novel method of nesting and supporting metallic receptacles or containers for papers too large for vertical storage. Office Appliances, June, page 105.

G. V. SALES CO., New York, has added to its line during the year a very interesting little file known as the elbow steel file, designed to be fastened to the wall near one's desk in such a position that one can turn from the desk to the file instantly. It is constructed of a number of steel units standing vertically folded, one against the other, and hinged together at the bottom, opening downward at the bottom and giving instant access to the contents. Two coil springs form an automatic leverage for closing and holding it in position. Office Appliances for January, page 156. The company is also putting on the market a greatly improved file for card systems, letters, shop orders, etc. They have also gotten out a handsome display rack, showing four different styles of finish on their vertical steel elbow file. Office Appliances, May, page 79.

MACEY COMPANY, Grand Rapids, Michigan, has recently made some changes in the Inter filing cabinet line which consists of a system of interchangeable interior units comprising every modern filing device and a series of outside cabinets having open spaces to receive the units. All the various filing devices are arranged in units of standard dimensions so that any desired combination can be produced. Recent changes in the line are described in Office Appliances for November, page 184. Another feature of the line there described is the Macey silent slide.

SYSTEM SAFE CABINET COMPANY, Chicago, has put several new things on the market during the year. A recent addition to the line is a drop-front cabinet with a capacity of forty units. Placed on stand with casters it can be readily rolled up beside one's desk. The company's line of desk cabinets has also been recently improved by the addition of the 90 A. R. F., with two rows of units instead of one.

WEIS MANUFACTURING COMPANY, Monroe, Mich., has brought out within the year a sectional cabinet upon a sanitary base for the display of typewriters. It is built upon the principle of a library cabinet. Office Appliances, April, page 124.

YAWMAN & ERBE MFG. CO., Rochester, N. Y.—A recent addition to the line is the Y. & E. vertical, blue print cabinet, designed for architects, draftsmen, etc. Office Appliances, April, page 79.

FILING SUPPLIES.

GRAFF COMPANY, GEORGE B., Boston, Mass., are manufacturing the Graff steel clasp expanding envelope, a document envelope made of very tough material and having a flexible graduated steel clasp provided with slots which enable the envelope to accommodate either a thin or a bulky package. The company also manufactures a filing envelope on the same principle for correspondence. Office Appliances, August, page 84. Office Appliances, page 67, October number.

J. C. HUB MANUFACTURING COMPANY, THE, Cleveland, O., has this year put out the Security Folder, which holds correspondence in chronological order without the use of separate fasteners, paste or pins. Everlasting Metal Tipped Guide Cards made by this company have been improved by adding an entire metal bottom extension eyeletted to golden oak colored pressboard; index label is now covered with transparent celluloid. The company is also putting out a full line of celluloid tipped guide cards, using white or colored celluloid attached to guide by secret process. A new line of tough, durable fibre folders has recently been added to the line.

SHAW-WALKER COMPANY, Muskegon, Michigan, this year started putting up all their card indexes and vertical filing supplies in sanitary packages, made of high grade parchment paper. Office Appliances, May, page 88.

SMEAD MANUFACTURING COMPANY, Hastings, Minn., have recently issued Catalogue "B" showing several new applications of The Smead Bandless Document Filing Envelope. These envelopes are made of heavy, tough jute manila stock. Several claims are made for them, viz., perfect writing surface; saving of file space; no tapes to tie; no rubber to dry out and rot; nothing to catch or bind; adjustable and expansive; great wearing qualities.

YAWMAN & ERBE MANUFACTURING COMPANY has met with market success on its new Yawmanote line of document envelopes and folders, which is fully described in Office Appliances for February, page 77.

FOLDING MACHINES.

ASSISTANCE, LIMITED, London, England, put on the market during the year the Stella folding machine, a German invention for automatically folding and enveloping circulars or letters. A capacity of two thousand an hour is claimed. Office Appliances, February, page 40.

FOUNTAIN PENS.

D. W. BEAUMEL & COMPANY, New York City, have added to their fountain pen lines several new designs of Rival self-filling pens, two of which are described and illustrated on page 134 Office Appliances for June.

MODERN PEN COMPANY, New York, has put on the market the Modern automatic self filling fountain pen which has several refinements of construction which make it interesting to dealers. The pen is filled by twisting the button on the end, holding the pen in the ink and then untwisting. The pen is jointless and will not leak. Office Appliances, August, page 102.

MORTON, J., New York City, is pushing a new fountain pen which is said to be unique in several respects. Office Appliances, November, page 187.

READ, H. G., Omsk, West Siberia, has patented a cap for a fountain pen intended to prevent it from working off when the pen is in use. The cap is so stamped as to form three springs out of its own material which engage grooves in the pen. Office Appliances, November, 169.

SANFORD & BENNETT COMPANY, New York City, have added to their line of fountain stylographic and gold pens. One of the leaders is the commercial safety fountain pen which is a small pen that may be carried in any position without danger of leaking. The Auto pen is a self filling pen of telescopic construction. The Auto safety pen is made in three sizes and is the same as the Commercial Safety except that it is self filling. Several different styles of stylographic pens are shown. Office Appliances, September, page 116.

L. E. WATERMAN & COMPANY, New York City, has during the year revised its line of safety pens. These include No. 12½ V. S., No. 12 V. S., No. 14 V. S. with silver filigree, and No. 15 V. S. with gold bands. These pens are different in size, but uniform in merit and uniform also in the fact that they can be carried in any position without danger of spilling. These pens are so made that the gold pen screws back into the barrel, permitting the cap to screw down on the open end, positively sealing the barrel. These pens are excellent for ladies and for persons who travel.

FOUNTAIN PEN FILLER.

SANFORD MANUFACTURING COMPANY, Chicago, recently put on the market a new fountain pen filler which consists of a bottle with a rubber cap, curved tube and a rubber compression bulb in the top, whereby the ink is forced into the pen. It is claimed that the use of this new filler is cleaner and more economical of time than the old way of filling by a medicine dropper, and that by the use of this device bubbles cannot be formed in the pen.

GUM TAPE MACHINES.

CHICAGO GUM TAPE COMPANY, of Chicago, Ill., in February brought out the "Simple" gum tape moistener. This machine is an ingenious device for holding rolls of gum tape, and moistening the portion used automatically as it is pulled from the roll.

HANGERS.

MOORE PUSHPIN COMPANY, of Philadelphia, Pa., have placed on the market the Moore pushless hanger No. 28, which is said to be capable of supporting a weight of more than 100 pounds in wood or plaster walls. The device was described and illustrated on page 103, December, 1910, Office Appliances.

INDEXING SYSTEM.

GALE-SAWYER COMPANY, Boston, Mass., has devised an ingenious combination of the numerical and alphabetical systems of indexing, for which special advantages are claimed. It gives direct reference alphabetically and does not demand a separate index. It is called the Gale-Sawyer automatic index, and was fully described in Office Appliances for June, page 40.

INKS AND ADHESIVES.

CARTER'S INK COMPANY, Boston, Mass., among other things have gotten out a spreader tube for the clean and convenient application of library paste. It is known as the tube with the tongue. Office Appliances, February, page 124.

MONARCH GLUE COMPANY, of Cincinnati, put out a new crimson writing fluid, which is said to be unusually efficient. This fluid is said to retain its transparent clearness indefinitely. December, 1910, Office Appliances, page 104.

THADDEUS DAVIDS COMPANY, New York, N. Y.—A new Davids product is the Davids' signature ink de luxe, specially made for permanency. Another new Davids line is the Gibralter mucilage, a pure gum arabic product. Office Appliances, July, page 82. The company has added to their line several new packages, including a new tin package for stamp pad ink with spring bottom and spreader. Office Appliances, June, page 136.

Thaddeus Davids Company, New York, have been putting out a handsome twenty-five dollar outfit which will bring the dealer $45.55. These outfits include handsome show cases of glass with a valuable assortment of Davids' inks and adhesives.

WOODMANSEE, FRANK A., Cincinnati, Ohio, is marketing a high class line of inks, writing fluids, adhesives, etc. Special stress has recently been laid upon the Woodmansee everlasting blue, black writing fluid and the Woodmansee everlasting combined writing and copying ink. A fine fountain pen ink is also manufactured. Office Appliances, December, 1910, page 127.

INK WELLS.

O. K. MANUFACTURING COMPANY, of Syracuse, N. Y., is marketing the Reynolds' Improved Patent Ink Well, which is provided with two small wells on opposite sides of the base, one being of the right depth for stub pen and the other for the right depth for the ordinary long pen. Both wells are fed with fresh ink from an air-tight reservoir above in such quantities as to keep the isk in each well at normal depth at all times. Office Appliances, February, page 75.

SAM'L C. TATUM COMPANY, Cincinnati, Ohio, is now marketing the Capitol ink stand, the right to manufacture which was determined during the past year as the result of a patent litigation. Office Appliances, July, page 113.

LAMPS.

M'FADDEN & COMPANY, H. G., New York City, early in the year put on the market a new line of desk lamps called the Emeralite, fitted with a green plate glass shade with white opal glass reflecting surfaces inside. Office Appliances, January, page 99.

LETTER TRAYS.

ANDREWS WIRE & IRON WORKS, Rockford, Ill., announce the Androck Unit letter basket. These baskets may be used single or built up in as many sections as desired. They are arranged in stacks by means of corner posts which can be attached by any one. Each basket has cushion feet. Office Appliances, October, page 138.

LOOSE LEAF.

AMERICAN LOOSE LEAF MANUFACTURING COMPANY, Chicago, has originated a loose leaf novelty system of a combination order blank and mailing envelope known as the Env-O-Blank. Each blank comprises an envelope and order blank in one, and has other features which make it an attractive proposition for users. These were described and illustrated in Office Appliances for July, page 115.

BOORUM & PEASE COMPANY, New York, N. Y., have added a number of new things to their line. They are featuring at present loose leaf devices in standard sizes, having obtained by averages what they claim to be a reasonably accurate set of standard measurements.

C. S. & R. B. Company, Chicago, are strongly featuring their De Luxe line of loose leaf books

for all accounting purposes. A new and useful record book for public recording offices is a comparatively recent feature of the line.

The company's new De Luxe line is headed by the ledger de luxe, a steel back binder recently improved by the addition of the new curved hinge, permitting the covers to fall back and rest on the desk without throwing the leaves in a curved position. This binder is sold in connection with the new de luxe flat opening leaves and Pubreco fibreloid indexes. Another feature of the line is the keyless ledger, a non-protruding post binder which can be instantly locked or unlocked without key. Expansion posts provide convenient means of adding or removing leaves without displacing top cover or sheets. The Jewell and Black Beauty ledger outfits complete the ledgers in the de luxe line. Other members of the line include Peerless transfer binders, Star sectional post binders style M improved binders, etc. Various styles of aluminum holders, file binders, corporation minute books, etc., are included among the prominent features of the C. S. & R. B. line. Office Appliances, September, page 78.

CHICAGO BINDER & FILE COMPANY, Chicago, Ill.—This Royal pressed steel back ledger is a new device that is fully described and illustrated on page 4 and 5 of their 10th annual catalog, copy of which may be had on application. This ledger has many features of interest and utility.

COFFEY COMPANY, D. S., St. Paul, Minn., announced a new loose leaf note book within the past twelve months. Another new Coffey device is Coffey's patent copy holder, which was designed to be used in connection with the loose leaf stenographer's note book. Office Appliances, December, 1910, page 137.

COTT PRINTING & INDEX COMPANY, Columbus, Ohio, make a specialty of the Cott family index and Cott loose leaf record books for the use of county recorders and county clerks. These lines were illustrated in March Office Appliances, page 133. The company reports a number of important improvements in its Peerless line of loose leaf record books and the metals for same. In these books the posts are now engaged and disengaged by drawing rod about one inch. In addition to the metal that is bound into the backs of books, canvas and buckram, are now a part of it. These, glued to back and boards, add strength and durability to the joints. Office Appliances, April, page 131.

G. V. SALES COMPANY, New York City, have added a new loose leaf ledger to their line, for which many claims are made. The G. V. Sales Company is the general selling agent and exclusive distributor of the Webster loose leaf ledger and appliances. Dealers are invited to correspond.

HAMMACHER-HAWKINS MANUFACTURING COMPANY, Kansas City, are marketing an improved loose leaf stenographers' note book which may be readily converted into a stand and is extremely simple in construction and operation. Office Appliances, October, page 145.

HEINN COMPANY, Milwaukee, announces a line of loose leaf albums for various purposes including albums for films, flexible albums, squegee albums, postal card albums, etc. Office Appliances, August, page 104. Another member of the Heinn line is the Right Kind aluminum sheet holder designed with particular regard to the use of shipping clerks, teamsters, etc. Its construction is simple but its grip is strong and will hold one sheet or many. Office Appliances, September, page 90.

IRVING-PITT MANUFACTURING COMPANY, Kansas City, Mo.—Early in the year this company devised what they termed their outfit plan or the complete book idea. These outfit books are arranged for use of salesmen and give in a compact book all the different forms, which he will be likely to meet with in his rounds. These outfits are a combination of practical forms. They are self-indexing and sheets can be instantly removed or added without trouble. Other interesting Irving-Pitt devices include I-P price books, ring binders, the I-P adjustable punch and other interesting devices. Office Appliances, December, 1910, page 100. The I-P loose leaf note book is a recent number of the Irving-Pitt line. This book may be made into a note book stand by a very simple and instantaneous process. Construction and appearance of this book is described on page 117, March Office Appliances.

KALAMAZOO LOOSE LEAF BINDER COMPANY, Kalamazoo, Michigan, added to its well-known line a number of new devices, among which may be mentioned the Style A binder, which is principally adapted to catalog uses. It is practical and compact, and is of simple construction. Office Appliances, July, page 94.

LE FEBURE, E., INC., Cedar Falls, Ia., has gotten out an interesting line of loose leaf ledgers and other specialties. This is a new concern, just incorporated.

M'MILLAN BOOK COMPANY, Syracuse, N. Y., have within the last year gotten out what they style the McM. Multiple ring book, a loose leaf device containing seven rings. It is claimed that these seven rings give practical security against the tearing out of sheets, the number of rings giving greater security. The book is said to be one-eighth of an inch thinner than other books of the same sheet capacity. The McMillan Book Company has recently put on the market a non-projecting post binder which has many features of interest and merit. One of the new features of the McMillan line is the non-projecting post binder with folding posts. Office Appliances, July, page 90.

NELSON CORPORATION, Chicago, Ill., invented and marketed during the year a number of new and valuable loose leaf devices, including a new sectional post binder called the Holly binder, which it is claimed contains many original points of construction. It will hold one or many sheets with equal firmness. Full description will be found in Office Appliances, December, 1910, page 94.

PLEW & MOTTER COMPANY, Chicago, Illinois, have recently added to their line the P. & M. steel ledger having features of extra expansion and with curved hinge and flat opening construction. It is claimed that it is impossible for the posts ever to come out of the steel frame. Office Appliances, October, page 127.

PROUDFIT LOOSE LEAF COMPANY, THE, Grand Rapids, Michigan, have added to their line during the year a new lever-lock binder and transfer, a new mechanism and flap lock—an auxiliary locking device designed for banks, etc., new catalogue binders opening flat, for all purposes and in a large variety of sizes; an auxiliary record binder, county record binder, invoice and scrap book, music binder, crimping machine, and hand punch and crimper. In addition, the line has been materially improved and enlarged.

SHERICK COMPANY, HENRY C., Cincinnati, Ohio, is putting out an interesting line of loose leaf binders and other loose leaf products. The Acme binder and the Auto binder are two of the features of this line which deserve mention. Office Appliances, December, 1910, page 120.

C. SPIRO MANUFACTURING COMPANY, New York City, not long ago placed on the market a line of high grade improved sanitary history chartholders for the use of hospitals and asylums. The parts are made of sheet steel with white enamel finish or of vulcanized fibre tough and unbreakable. Mechanism is of the best quality steel finished with non-rusting nickel plate. Office Appliances, February, page 81.

TENACITY MANUFACTURING COMPANY, Cincinnati, Ohio, have been very successful with the Tenacity lines of metal parts. One of the features of this line is the Tenacity post binder. Another device made by the company is known as the Griffin end lock sectional post transfer, whereon the locking mechanism is independent of the case. Office Appliances, November, page 179.

TENGWALL COMPANY, Chicago, Ill., has made several adaptations of the Tengwall idea to its loose leaf lines which now include practically every sort of loose leaf device as well as stock forms adapted to a wide variety of business. The Tengwall system provides for the keeping of records of several departments of business, starting with the requisition and going clear through the whole course of the day's work. Office Appliances, October, page 142.

TRUSSELL MANUFACTURING COMPANY, Poughkeepsie, N. Y., brought out not long ago a twin ring memo book. It is claimed that the rings are placed scientifically so as to obtain the greatest strength and efficiency. Double rings are placed near the ends of the sheets. Office Appliances, April, page 116.

LOOSE LEAF SCRAP BOOKS.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—A new device gotten out by this enterprising concern during the year is the Weis scrap book, which is handsomely bound in drab vellum de luxe. It contains 120 pages of fine white paper, and the outside size is 7¼ by 10 inches. The book is inexpensive and is illustrated and described on page 155 Office Appliances, January number.

MECHANICAL STENOGRAPHER.

IRELAND, W. S., Dallas, Texas, put out during the past year a mechanical stenographer known as the Stenotype, which he claims eliminates a greater part of the brain work in taking of dictation. The Stenotype is made in several styles. It is simply constructed and light in weight. Full description was published in Office Appliances for January, on page 68. The machine is made by the Universal Stenotype Company, now of Owensboro, Ky.

UNIVERSAL STENOTYPE COMPANY, Owensboro, Ky.—(See above).

OFFICE FURNITURE.

BARNES, WALTER F., New York City, is putting on the market a new line of sanitary desks, chairs, office and director's tables, typewriter cabinets, costumers, etc. Office partitions and railings of the sectional kind are also features of the Barnes line. Office Appliances, October, page 139.

MARBLE & SHATTUCK CHAIR COMPANY of Cleveland, O., have an exceedingly large and interesting line of chairs for offices, banks, libraries, directors' rooms, etc. Several of the designs listed in their most recent catalogue are new. A novel device covered by the company's own patents is described on pages 50 and 51 of their new catalogue. It consists of a new rotary chair iron recently put upon the market. This is a very strong iron, having a solid, cold rolled steel shaft which at all times has a full bearing in the hub of the base. It is rigid and does not work loose. It has an adjusting wheel over each spring which gives a direct bearing on each. The raising and lowering of the iron occurs only in the top part, avoiding the projection of the screw through the bottom of the hub. This new iron is easy to assemble and is finely finished in dark maroon enamel.

OFFICE TABLES.

NIEMANN & WEINHARDT TABLE COMPANY, Chicago, Ill., quite early in the year announced a shelf stand designed for dealers for the purpose of displaying their office tables with the expenditure of the least possible floor space and without spoiling the finish of the tables. This shelf stand was described and illustrated in the January number of Office Appliances, page 154.

PAPER.

BERKSHIRE HILLS PAPER COMPANY, Adams, Mass., has a specially constructed ledger paper with loose leaf hinge made into every sheet. This hingle enables the leaves to lay perfectly flat. Office Appliances, November, page 168.

EATON, CRANE & PIKE COMPANY, Pittsfield, Mass., have produced a new correspondence paper called Crane's Papier Ligne containing fine pencil lines giving a soft, delicate effect. Office Appliances, June, page 120.

HAMPSHIRE PAPER COMPANY, South Hadley Falls, Mass., has added some new surfaces to the well-known Old Hampshire Bond. Office Appliances, September, page 91.

MOUNTAIN MILL PAPER COMPANY, Lee, Mass., placed on the market during the year a new and attractive line of paper called Mountain Mill Snowdrift. This paper embodies a large number of different surfaces and weights of high quality and finish. Office Appliances, December, 1910, page 97.

PAPER CLIPS.

CUSHMAN & DENISON MANUFACTURING COMPANY, New York City, have placed on the market a new device known as the L. E. B. binder clip. After the binder clip is applied the arms may be reversed and snapped against the documents to be held. When the clip is used at the side instead of at the end of documents, it forms a book, the pages of which may be opened and turned in the usual way. With one arm reversed against the papers the other forms a hook or hanger. Office Appliances, June, page 138.

PAPER FASTENER.

CLIPLESS PAPER FASTENER COMPANY, Newton, Iowa, has placed on the market a new clipless hand fastener. This fastener attaches the sheets together by their own substance using no extraneous material. The machines are made either for hand or desk use. Office Appliances, October, page 140.

SUPERIOR MANUFACTURING COMPANY, Sidney, Ohio, put on the market during the year

the Superior paper fastener having two piercing points which go through the papers and bind them in such a manner that they are kept secure and straight. Office Appliances, page 63, February number.

PAPER MEASURING DEVICE.

KNOX & WOLCOTT PAPER COMPANY, Chicago, announced Landenberger's paper equivalentor; a new device designed to solve the problem of equivalent weights and equivalent prices of paper. This device was described and illustrated in January issue of Office Appliances, page 156.

PEN EJECTOR.

LIBBING, LOUIS, Fort Wayne, Indiana, invented a pen ejector which affixed to a penholder enables the pen to be dislodged by shifting the guard and a new pen inserted without soiling the fingers. Office Appliances, December, 1910, page 104.

PENCIL SHARPENERS.

ARNE MANUFACTURING COMPANY, Racine, Wis., has placed on the market the Arne special pencil sharpener which works like a plane and is so arranged that it stops cutting when the pencil is sharpened. This sharpener is two inches long, wedge shaped, and weighs ¾ of an ounce. It may be used in the hand or fastened to the edge of a desk. The blade is round and is tempered and ground to a very keen edge. It has twenty-two sharp cutting points. Office Appliances, June, page 137.

EVERETT SPECIALTY COMPANY, New York, are marketing the Right Pencil Sharpener. This sharpener employs the triple blade system of knives rotating on a shaft. The pencil is fed on rollers in a perfectly uniform manner, it is said for any size of pencil. The machine makes medium, sharp or blunt points as desired. Office Appliances, March, page 93.

NEW ERA MANUFACTURING COMPANY, New York City, N. Y., has just put on the market a new pencil sharpener whose cutting blade, it is claimed, is always sharp. The blade is automatically sharpened at the same time the point is put on the pencil.

RONEO COMPANY, New York, has recently gotton out its model D pencil sharpener which is smaller in appearance to the regular pencil sharpener of the same make but the interior mechanism provides for pointing the pencil in such a manner as is required by architects, draftsmen and engineers. Office Appliances, October, page 61.

PEN CLIPS.

VAN VALKENBURG, L. D., Holyoke, Mass., has devised a pen or pencil clip known as the Faultless made of the best material and durable in construction. It has a lever movement making it easy to attach to the pocket. Office Appliances, October, page 90.

PENHOLDERS.

CENTERSHAFT PENHOLDER COMPANY, Hanover, Pa., during the summer put on the market the Centershaft Penholder, a device containing a hollow end in the center of which is fastened a brass nib of such construction as to take standard pen. Each pen is exactly centered and is not touched by the main shaft. The hollow end takes up the surplus ink and prevents it from getting on the outside of the penholder. Office Appliances, June, page 126; August, p. 121.

PHOTOGRAPHIC RECORD MACHINES.

CAMERAGRAPH COMPANY, Kansas City, Mo., is producing the Cameragraph, designed to produce quick fac-similes of written or printed matter, documents, records, etc.

RECTIGRAPH COMPANY, Rochester, N. Y., recently constructed what is said to be the largest photographic and developing apparatus ever built. Office Appliances, November, page 91. Machine produces fac-similes of documents, records, etc., quickly and economically.

PLAYING CARDS.

UNITED STATES PLAYING CARD COMPANY, Cincinnati, Ohio, issued its new lines of Congress and Bicycle playing cards during the year. Twelve new backs in Congress are included in the line, some new designs having been introduced and some old favorites having been revised. The company has added what it terms its new air cushion finish to its playing cards. This finish provides air passages the length and width of the card allowing the air to circulate freely between one card and another, thus preventing the cards from becoming gummy and slippery and reducing the chance of a misdeal.

POSTAL SCALES.

PELOUZE SCALE & MANUFACTURING COMPANY, Chicago, Ill., have added to their line recently two new postal scales known as the Empress and the Duchess. These scales have a four pound capacity are finished in brushed brass or bronze and indicate instantly and accurately the amount of postage in cents required for letters, books, newspapers, circulars and merchandise. Office Appliances, October, page 110.

Another member of the Pelouze line is the commercial scale of four pounds capacity on mail matter and twelve pounds capacity on express packages. It is of rigid steel construction throughout. Office Appliances, November, page 162.

RACKS AND COSTUMERS.

DETROIT RACK COMPANY, Detroit, Mich., put on the market during the year a number of very interesting metal specialties including racks, costumers, etc., also chairs, stools, tables, umbrella stands and typewriter tables. Office Appliances, January, page 136.

STANDARD WIRE COMPANY, Newcastle, Pa., have placed on the market an umbrella rack of unique and handsome design. This was illustrated in January Office Appliances, page 136.

RULING INK FOUNTAINS.

BARRETT-CRAVENS COMPANY, Chicago, have put on the market the Ambart automatic ruling ink fountain for the use of printers, stationers, bookbinders and others. Once adjusted, the Ambart fountain will take care of itself. Office Appliances, October, page 101.

ACME MANUFACTURING COMPANY, New York, make a line of safety boxes with special combination locks. Mechanism is so arranged that a bell continues to ring when box is disturbed and cannot be shut off until it runs down except by one knowing the lock combination. These boxes are made of steel.

SAFETY BOXES.

MEILINK MANUFACTURING COMPANY, Toledo, Ohio, began the marketing of Meilink's security box during the past year. This box is made of heavy steel plate and it is claimed it cannot be forced open or cut open. It is fitted with a lock which is said to be proof against tampering. A fuller description of these boxes will be found in Office Appliances for January, page 111.

SEALING AND STAMPING MACHINE.

ABBOT, E. J., Mission City, British, Columbia, early in the year visited Chicago with a new sealing and stamping machine of his own invention. This machine is illustrated and described on page 115 of the January issue. It is understood that Mr. Abbott sold the right to manufacture his machine in United States.

AUTOMATIC ENVELOPE SEALING & STAMPING MACHINE COMPANY, Providence, R. I., have added to the office appliances world a new sealing and stamping machine, with large capacity yet of simple operation. The machine, it is claimed, can be run at a very low cost and is capable of being operated by the office boy. Office Appliances, January, page 98.

SECTIONAL BOOKCASES.

WEIS MANUFACTURING COMPANY, Monroe, Michigan, announced a new style of sectional bookcases which can be shipped knocked down. These are the receding door sectional bookcases and the fact that they can now be shipped knocked down is an interesting point where freight and space are taken into consideration. Office Appliances, August, page 116.

SPECIALTIES.

BAUM, MICHEL, Munich, Germany, announced several clever new devices early in the year. These include Baum's Numerand, Baum's Triopencil and Baum's Francofix, all of which devices were described on page 128 of the January issue.

STAMP AFFIXERS.

OFFICE APPLIANCE MANUFACTURING COMPANY, Providence, R. I., has added several improvements to its White Stamp Affixer, chief among which is a locking device which by pressure of a button on the side of the machine locks it so that no more stamps can be taken out without opening the machine with a key. A device has also been put on to prevent the stealing of stamps. If one attempts to take a stamp from the machine, it is torn in two and the machine must be unlocked before it can be used again. Another feature is an improvement on the moistening device. The machine has been enlarged to accommodate rolls of one thousand stamps. Office Appliances, January, 1911, page 45.

POSTCRAFT COMPANY, New York, N. Y., have put on the market their new Postcraft stamp affixer which is simply constructed and operates efficiently to stamp large quantities of mail. The frame of the machine is of aluminum, the case being constructed with heavy plate glass sides, giving a view of the interior mechanism of the machine. The stamps are fed by a compression lever returning to its starting point immediately upon being released. The counter automatically registers each stamp as it is used and no stamp can be taken from the machine without being registered. The machine takes stamps in rolls of 500 or 1,000. The moisture is governed by an adjustable tank. Office Appliances, June, page 46.

MARKOE & COMPANY, J. A., St. Paul, Minn., are placing upon the market the Markoe stamp affixer an automatic electrically driven machine with a capacity of 150 letters a minute, it is claimed. The machine, the makers state, will handle heavily filled envelopes as quickly and accurately as envelopes of lighter enclosures and will accommodate mail matter as wide as eight inches. It is built to contain stamps in rolls of 1,000, the stamp compartment being protected by a suitable lock and registering device. Office Appliances, September, page 67.

SAUNDERS SALES COMPANY, Boston, Mass., are manufacturing the improved Hall Stamp Affixer, a hand device for stamping letters in a cleanly and efficient manner. It contains a roll of 500 stamps. A quick acting roller propels the stamps forward for affixing to the letter. The operation of rolling the stamps forward moistens the envelope, the stamp being thereupon affixed to the moistened spot on the envelope. Office Appliances, April, page 52.

STAMP VENDOR.

BIRSFIELD, J. A., LaCrosse, Wis., is the inventor of a stamp vending machine. Stamps are placed in capsules and the machine serves the customer automatically on the placing of a coin in the slot. Office Appliances, December, 1910, page 76.

STATIONERY CABINETS.

BLISS HEINKE MANUFACTURING COMPANY, 10 Wall street, New York City, began the marketing during the year of a clever designed cabinet for holding stationery. This cabinet keeps the stationery in position for instant use by the stenographer. It is known as the Uneek cabinet. Office Appliances, January, page 93.

WEIS MANUFACTURING COMPANY, Monroe, Michigan, have added a line of stationery cabinets known as No. 120. The cabinet is handy and compact containing receptacles for stationery and a drawer for carbon paper. Office Appliances, September, page 90.

STEEL CABINETS.

CHAMBERLIN & COMPANY, W. H., New York City, are marketing the Chamberlin fireproof, steel cabinet safe. This safe is made with a double wall of sheet steel, both inner and outer walls being lined with asbestos board. Between each wall is a two-inch air chamber. Doors are secured by an independent bar, bolt fastenings and high grade combination lock. Partitions are adjustable to meet a wide variety of requirements. Office Appliances, December, 1910, page 116.

TERRELL'S EQUIPMENT COMPANY, Grand Rapids, Mich., is marketing a line of steel cabinets and wardrobes for the storage of valuable dies, tools, or anything of a character which would likely be injured by fire. Cupboards may be used with or without shelving as desired. Office Appliances, June, page 90.

STEEL CHAIRS.

CELINA SPECIALTY COMPANY, Celina, Ohio, is marketing a durable and attractive line of sanitary steel chairs for all purposes. These were illustrated in Office Appliances for July, page 116.

DETROIT RACK COMPANY.

Detroit, Mich.—A feature of the company's line is a steel office chair. Back and legs are made from heavy steel tubing and the rest of the chair from cold, rolled steel. No castings are used anywhere. The back and legs are braced by an ingenious and durable system of steel rods. Office Appliances, July, page 92.

STEEL FILING DEVICES.

FIREPROOF FURNITURE AND CONSTRUCTION COMPANY, Miamisburg, Ohio, have added many new and interesting features to their steel filing devices. A strong feature of their line is the fireproof steel stack which is illustrated on page 97 of Office Appliances, for May.

SAFE CABINET COMPANY of Marietta, Ohio, has, during the past year gotten out a

number of very interesting new goods in the steel cabinet line. The Safe Cabinet itself has been improved by the increase of the air chambers on all sides including the doors. The air chambers have been increased to three inches and the doors have been made on an interlocking plan that, it is claimed, has greatly added to the value of the Safe Cabinet. The company has also brought out the S-C book unit, a new style library system for office and home. This book unit has a number of features not claimed for other sectional bookcases. Other features of the Safe Cabinet line include the S-C omnibus a steel book and document file on castors, the S-C filing units with sanitary base for all manner of filing purposes including documents, checks, lockup compartment, card index, vertical letter and legal files. Another new device is the Safe Cabinet steel desk, a sanitary flat top desk pattern with four drawers on one side and a lockup compartment on the other for holding account books or other valuables. These and other devices comprise the enlarged Safe Cabinet line.

STEEL SAFES.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio, has perfected a fine line of steel cabinet safes which are said to be proof against thieves, dust, moisture and fire. These cabinets are formed of double walls of cold rolled steel, both walls being lined with asbestos with a two-inch air space all around. The safes are very strongly constructed and are uniformly made to accommodate the various Globe-Wernicke steel units for all purposes. Illustrated description of these lines will be found on page 114, March issue, Office Appliances.

STENCIL DUPLICATORS.

DERMATYPE COMPANY, New York, manufacturers of the Dermatype process for the reproduction of typewriting. The process comprehends the use of a new durable stencil material called Dermoid which can be perforated on an ordinary typewriter and afterward printed through after the manner of a stencil. This substance is used in stencil printing machines also. Office Appliances, April, page 85.

DICK COMPANY, A. B., Chicago, Ill., have made a number of interesting improvements upon their line of Mimeographs, and more perfect work is secured at a minimum of labor and expense. The Mimeograph has now reached a point where it is not only useful but cleanly as well as practical and efficient.

STENCIL MAKING MACHINES.

BRADLEY STENCIL MACHINE COMPANY of St. Louis, Mo., has made improvements on both styles of its machines. The company makes two machines—Style "E," which is a straight bed machine, and Style "C," which is a round machine. On the old Style "C" machine, the operator had to move the disc with his hand, while with the new machine it is entirely hooded. There is a wheel on top and the operator touches only the wheel. This wheel contains the dial and revolves the disc.

On the Standard or straight model the letter plates, instead of being made of malleable iron with grooves in top, as formerly, are now made of steel pieces cut off even with the top casting. The grooves are put on in a piece of malleable iron riveted to the top casting. This it is said, takes all the jar off the machine.

STENOGRAPHER'S NOTE BOOK HOLDER.

SPECIALTY MANUFACTURING COMPANY, Syracuse, N. Y., is manufacturing a new simple and ingenious note book holder so made as to be instantly transformed into a note book by the release of a snap on button attached to a strap. The cover is folded over the book becoming a convenient pad when it is desired to use the book upon the knee at the same time effectively protecting its contents. Office Appliances, June, page 132.

STORE FURNITURE.

WEIS MANUFACTURING COMPANY, Monroe, Mich., are constructing a new style of sectional shelving for stores, warerooms or offices. Can be moved without damage and when shipped knocked down, can be instantly assembled without aid of tools or screws. This shelving is furnished in plain oak, golden oak or wax finish. Office Appliances, December, 1910, page 115.

TELEPHONE CONVENIENCES.

HOGE MANUFACTURING COMPANY, New York, is marketing a modern telephone tablet attachment for desk telephones. Beneath the attachment is a roll carrier containing a roll of paper which passes through a slit at the bottom, across the face of the carrier and through another slit. When a memorandum is made the end of the sheet is pulled through and torn off square against the edge of the projecting metal plate. Office Appliances, January, page 99. This memo pad has also been adapted for use on wall telephones. Office Appliances, July, page 52.

OLIVER MANUFACTURING COMPANY of Philadelphia, Pa., this year put on the market the "Phone Serviset." It consists of a calendar pad, pencil and pencil holder, memo block and indexed directory suitable for any emergency. The whole is attached to the upright standard of the desk telephone.

TIES AND FASTENERS.

PRATT FASTENER MANUFACTURING COMPANY of Providence, R. I., has recently devised a small metal tie for the convenience of railroads in filing bills of lading and for other purposes where a quick, sure method of fastening string is desired. Pratt Fasteners afford a quick safe way of fastening packages with string and without knots.

PULL FASTENER COMPANY, Rochester, N. Y., are marketing a device which can be used, it is said, in every department of one's business wherever string, tape, straps or rubber bands are used. Office Appliances, April, page 59.

THUMB TACKS.

HOGE MANUFACTURING COMPANY, New York City, put out the Hoge Modern Thumb Tacks in a new and improved box which was illustrated on page 126 Office Appliances, December, 1910. The company has secured a method of manufacturing a satisfactory enamel thumb tack which is produced in various different colors and in three sizes. These colors are baked on and are practically indestructible. Office Appliances, April, page 131.

TIME RECORDERS.

ELLIS TIME STAMP COMPANY, Chicago, has devised the Ellis electric time stamp which is wired by a cord to an electric clock. A small magnet in the body of the stamp is connected with the center shaft actuating the hands of the clock face on the stamp as well as the time indicators upon the bottom of the device. This time stamp always gives the correct time as indicated by the master clock. Two dry cell batteries will run the clock and the stamp for six months. Office Appliances, July, page 56.

FOLLETT TIME RECORDER COMPANY, New York City, have made a number of improvements on their Follett Time Stamp. One of these that any of the Follett time stamps can be fitted with is an attachment by means of which a consecutive number from one to one million can be stamped all in one operation and in one line. The stamp has other features which were described in Office Appliances for February, page 49.

TUBULAR STANDS.

FOWLER - MANSION - SHERMAN - CYCLE MANUFACTURING COMPANY, Chicago, Illinois, early in the fall placed on the market a tubular stand embodying a new feature of construction whereby it is said that manufacturers are able to place it on the market at a very attractive figure. These stands, it is said, materially reduce the noise of typewriters. Office Appliances, September, page 70.

TYPE DUPLICATING MACHINES.

AUTOMATIC LETTER MACHINE COMPANY, Chicago, has perfected its automatic letter machine, adding several features of interest and value. The paper feeding mechanism has been perfected and the machine has been improved and rendered more efficient in a number of different ways. Office Appliances, December 1910, page 68.

ROGERS ADDRESSER COMPANY, Chicago, Illinois, have recently produced two or three interesting machines. The improved Rogers duplicating and addressing machine is a type duplicator using individual metal types on a curved drum. These types are set up by a machine especially made for that purpose, simple of operation. The new machine will perform the operation of writing circular letters, filling in the name and salutation and the date, also the signature from a plate all at one and the same operation. The company has just placed on the market a machine which has still more remarkable features, but which has not yet been described. Office Appliances, October, page 61.

U. S. PRINTOGRAPH COMPANY of La-Crosse, Wis., has, during the past year, added several improvements to the Printograph Multiple Typewriter. The most important new feature is the Fill-in and Addressing Attachment, whereby the Printograph typewrites the date, name, address, salutation and body of the letter all at one operation.

Another new Printograph feature is the Direct Inking Signature Attachment. This is a patented feature and permits the title to be printed under the signature. With these attachments the Printograph prints and signs a complete letter at one operation.

On Jan. 1, 1912, the new No. 6 Automatic Printograph will be put on the market. The name plates are fed into the machine automatically and the personal pen signature put on automatically at the same time the letter is written. The machine will turn out 2,500 letters an hour and will also address envelopes, circulars, etc. Office Appliances, August, page 54.

TYPEWRITERS.

AMERICAN TYPEWRITER COMPANY, New York City, N. Y., announces a new model No. 8 American Typewriter. This is a machine built upon standard lines and made to retail at a comparatively low price. It is a portable machine weighing only eight and three-quarter pounds and it is claimed to possess in point of operation, most of the features of larger machines. The carriage is detachable. It has a two color ribbon device, tabulating indicator, standard key board with ball bearing carriage, wheel escapement, steel type and bars.

BLICKENSDERFER TYPEWRITER COMPANY, Stamford, Conn., have added a new improved aluminum Blickensderfer No. 6 in a neat leather case, the whole equipment weighing about five pounds. The machine has all the advantageous features of other Blickensderfer machines of similar model. Office Appliances, August, page 56.

MONARCH TYPEWRITER COMPANY, New York, N. Y., made during the year a machine for the Chicago Telephone Company having a 42.6 inch carriage taking paper the same width. The machine has a writing line of 487 characters. Aside from special features of construction to adapt itself to such a wide carriage, the machine is similar to other Monarch typewriters. It was illustrated on page 35, Office Appliances for February.

OLIVER TYPEWRITER COMPANY, Chicago, has within the past year or so perfected its new typewriter face, Printype which is used upon all machines wherever so ordered without extra cost. This is a book face shaded type which produces a very pleasing effect. Printype is referred to in Office Appliances on page 38, December, 1910.

PITTSBURGH VISIBLE TYPEWRITER COMPANY, Pittsburgh, Pa., has come forward with the Pittsburgh Standard No. 11 visible typewriter, a standard key board machine with tabulator, adjustable stops, marginal release, and tabulator keys. This machine is unique in that it has a removable type basket which not only facilitates cleaning and oiling but makes it possible to use key boards for different languages interchangeably. The machine has other features of interest which were described in Office Appliances for February, page 31.

REMINGTON TYPEWRITER COMPANY of New York, N. Y., have added to the machine during the past year the key set tabulator, a device which represents a high standard of time saving and convenience in all forms of tabular work. This is an improved mechanism for setting tabular stops. By its use the stops are set mechanically for every variety of form work by one key called the tab set key which forms a part of the key board. To set the stops for any kind of tabular work, insert the paper, move the carriage to different parts of the paper where the stops are to be set and at each of these points, depress the tab set key. This sets the stops at the desired writing points. To clear the stops for resetting, press a spring in the rear of the machine and draw the carriage along the scale.

Another new Remington device is the Wahl subtract lever. The advantage of this device, it is claimed is, that when the subtraction of any amount is completed, the lever automatically returns to the adding position. The lever may be locked in the subtracting position if desired or allowed to return to the original, the adding position. This helps to make the Wahl attachment as near proof against errors as it is possible for an adding and subtracting mechanism to be.

ROYAL TYPEWRITER COMPANY, New York, has made several improvements on the machine during the past year. A card writing device for writing on the extreme top, bottom, or edge of the card has been added also a Royal wide carriage machine known as Royal

model 3A. Another recent Royal model is the model No. 5 which contains many new features including perfected two color device tabulator, tilting paper table, improved paper clamps and other improvements. Model No. 6 is a 14-inch carriage machine. Model No. 7 is a 20-inch carriage machine. These machines are fully described and illustrated in Office Appliances for January, on page 88 and Office Appliances for November, on page 54.

SECOR TYPEWRITER COMPANY, Derby, Conn., has perfected a new and improved model of the well-known Secor typewriter. This model has various improvements including the improved type bars whereby perfect alignment is assured whether one or a large number of sheets are placed in the machine, a rigid carriage, independent flexible paper feed, speedy operation, decimal tabulator, inbuilt ball bearing carriage, improved ribbon mechanism, paragraphing keys, type protector for protecting the face of the type, a variable line spacer and removable escapement. Full description of these features will be found in Office Appliances for April, page 39.

STANDARD TYPEWRITER COMPANY, Groton, N. Y., is turning out improved models of its machine. The machine now has two color ribbon and various other attachments. It is a type bar portable machine having most of the features of the larger typewriters. Description of the machine and manufacturing plant are to be found on page 62 of Office Appliances for April.

TYPEWRITER ACCESSORIES.

THORP & MARTIN COMPANY, Boston, Mass., recently announced a new typewriter screw driver for placing screws in difficult positions in typewriters, adding machines, etc. The blade is made of two pieces of spring steel which when in position so press against the walls of the slot of the screw as to hold it rigid without regard to size. Office Appliances, October, page 128.

TYPEWRITER-ADDING MACHINES.

UNDERWOOD TYPEWRITER COMPANY has during the past year perfected its combination writing adding machine in two different styles, one to be operated by electric power and the other by hand. The wide carriage machine with the adding mechanism is suitable for all forms of tabular and statistical work having a very wide range of efficiency. The other machine has a practical mechanism suitable for use in commercial houses where the typewriter adding machine is required. These machines were illustrated and described in Office Appliances for December, 1910, page 55.

The Underwood computing machines include Model A with single totalizer of twelve numerals at the right of the machine, Model B with two totalizers each with twelve numerals, Model C equipped with two or more vertical totalizers as may be required in each case located on totalizer carrier bar each containing as many numerals as desired expressing either amounts or quantities. This is a wide carriage machine. Model D, another wide carriage machine is the same as Model C so far as equipment of vertical totalizers for amounts and quantities is concerned but also provides a cross totalizer in twelve numerals for computing cross additions or subtractions. All of these machines perform either addition or subtraction. These machines are new devices perfected during the year.

TYPEWRITER CABINETS.

BYRON TYPEWRITER CABINET COMPANY, San Jose, Calif., this year placed on the market a new design of typewriter cabinet with vertical pigeon holes for stationery and horizontal built in cabinet for legal size papers, stock forms, etc. The cabinet may be closed up tight and locked with the machine inside. Office Appliances, May, page 62.

J. DORNETTE & BRO. COMPANY, Cincinnati, Ohio. Among the various lines which this company is pushing is an improved cabinet typewriter desk whereon the drop upon which the typewriter is placed always maintains a level position when closing. On the platform is a sliding drop which runs in side grooves enabling the operator to slide the machine closer or push it away. The front of the folding mechanism is protected by a panel fitted with a loose leaf apron adjustable by hinges so that the knees of the operator are not cramped. Office Appliances, April, page 131.

MARYSVILLE CABINET COMPANY, Marysville, Ohio, put on the market during the summer a new typewriter attachment which may be put on any style of desk without interfering with the top or writing bed. When not in use it is pushed back under the desk and is out of sight and out of the way. It can be slid back and forth easily and is easy to operate. It is made of any kind of wood to match the desk. Office Appliances, July, page 63.

WEIS MANUFACTURING COMPANY is manufacturing a swinging typewriter desk stand, called the Weiss swinging desk stand,. which is quickly and easily attached to any side of desk or table. By means of friction lock lever, the stand may be set rigidly in any position. Office Appliances, November, page 186.

TYPEWRITER CARRIAGE RETURN.

MCDONALD, NIMUEL, E. A., Winston-Salem, N. C., has invented a carriage return and capital shift attachments for typewriters. The attachment can be added to any typewriter Office Appliances, January, page 97.

F. E. REIGGER COMPANY, Newark, N. J., is marketing the universal pedal attachment metal typewriter stand, applicable to all makes of typewriters. This stand and pedal attachment comprises a foot operated mechanism for depressing the shift key tabular bar margin release, back space, column selector or key set tabulator. It will operate a business phonograph actuating a spacing lever and at the same time drawing the carriage to the initial or starting point upon all standard typewriters. The mechanism is inbuilt in the stand. Office Appliances, July, page 27.

TYPEWRITER FEET.

MICHIGAN OFFICE APPLIANCE COMPANY, Detroit, Michigan, have introduced a cushion typewriter pedestal consisting of four rubber feet made of a high grade special spongy rubber. This is used for the center of the pedestal with a gum coating white finish on the outside. Office Appliances, June, page 108.

MILLER RUBBER COMPANY, Akron, Ohio, have devised Miller's standard pneumatic air cushion for use on telephone receivers. The air cushions are made of soft rubber and fit the ear snugly. Office Appliances, May, page 112.

C. M. TURTON, patentee and manufacturer of Turton's spring cushion typewriter feet has gotten out a device which reduced noise, it is claimed, to the same extent as though the typewriter were suspended in mid air. Mr. Turton has overcome any tendency to cause the machine to rock and is also making an adjustable drop lock desk attachment which will be sold separate from the spring cushion typewriter feet, each set being so adjusted as to fit any make of machine. These attachments, he claims are different from any now on the market as there is no direct desk connection when the machine is in position for use.

TYPEWRITER PLATENS.

AMES & FILSTEAD COMPANY, Chicago, Ill., are responsible for a new typewriter platen made of a compound which it is claimed will retain its resiliency longer than anything hitherto produced. This is called the Amfil XXX non-hardening platen. Office Appliances, May, page 83.

WATERMARKING PROCESSES.

SOUTHWORTH COMPANY, Mittineague, Mass., has this year introduced on the market its De Luxe Process of watermarking fine writing papers, which enables the printer, lithographer or stationer to furnish his customer with private watermarked stationery at a moderate expense. Office Appliances, June, p. 96.

UMBRELLAS.

POCKET UMBRELLA COMPANY, Findlay, Ohio, have devised an umbrella which when open is the size of an ordinary umbrella but which may be closed and telescoped so that it is only twelve inches long. Office Appliances, September, page 63.

PATENTS.

Copies of any one of these patents can be obtained by sending fifteen cents in stamps to E. G. Siggers, patent lawyer, Suite No. 33, N. U. Building, Washington, D. C., by mentioning Office Appliances.

985,138. Printing Mechanism for Cash-Registers. William F. Bockhoff and Edward J. Von Pein, Dayton, Ohio, assignors by mesne assignments to The National Cash Register Company, Dayton, Ohio, a Corporation of Ohio.

985,145. Mechanical Cashier. Edmund S. Church, Oak Park, Ill., assignor by mesne assignments to The National Cash Register Company, Dayton, Ohio, a Corporation of Ohio.

985,172. Index and File. Herbert O. Hubbard, Worcester, Mass.

985,210. Safety Envelope. John P. Sanders, St. Louis, Mo.

985,282. Adding Machine. George B. Putnam, Searsport, Me., assignor to Burroughs Adding Machine Company, Detroit, Mich., a Corporation of Michigan.

985,319. Inkstand. Frank M. Ashley, New York, N. Y.

985,339. Envelope. Gustav Geiger, Munich, Germany.

985,345. Sanitary Stamp Moistener. Archie J. Hoback, Jr., Roanoke, Va.

985,403. Loose Leaf Binder. Thomas R. Eddy, New York, N. Y., assignor to The C. E. Sheppard Co., New York, N. Y., a Corporation of New York.

985,428. Automatic Feeder for Type-Writers. William H. McArdle and Robert B. McArdle, Camden, N. J., assignors to A. J. Reach, Philadelphia, Pa.

985,429. Automatic Envelope and Card Feeding Attachment for Type-Writers. William H. McArdle and Robert B. McArdle, Camden, N. J., assignors to A. J. Reach, Philadelphia, Pa.

985,493. Portable Ink-Bottle. Luther Wesley, Aschemeier, Baltimore, Md.

985,506. Type-Writing Machine. Alexander T. Brown, Syracuse, N. Y.

985,675. Type-Writing Machine. Hubert Hopkins, Maplewood, Mo.

985,692. Holder for Sales-Books, etc. Walter Winfield O'Hara, Arlington, Mass., and Arthur C. Gaynor, Bridgeport, Conn., assignors to Carter-Crume Co., Ltd., Niagara Falls, N. Y., a Corporation of Canada.

985,777. Loose-Leaf Binder. Harold B. Bristol, Maplewood, Mo.

985,824. Electric Type-Writing Machine. Andrew T. McCoy, Dover, Mass., assignor to Charles B. Streeker, Brookline, Mass.

985,713. Platen Release for Type-Writing Machines. Otto Thieme, St. Louis, Mo., assignor to Moon-Hopkins Billing Machine Company, St. Louis, Mo., a Corporation of Missouri.

985,851. Book Holder. Samuel W. Sparger, Durham, N. C.

986,000. Filing Case and Record. Louis E. Hart, Pinole, Cal.

986,154. Document File. Frank G. Fawkes, Chicago, Ill.

986,159. Recording Mechanism. Theodore M. Foote, Allston, Mass.

986,211. Copy-Holder. Benjamin F. Peetz, Hibbard S. McDanel, and Nelson W. Thompson, Moro, Oregon, assignors by direct and mesne assignments to Gnu Trustee Company, Portland, Oregon, a Corporation of Oregon.

986,416. Advertising Adding Pocket. George T. Young Stoneham, Mass., assignor to Rice & Hutchins, Incorporated, Boston, Mass., a Corporation of Massachusetts.

986,424. Dating Stamp. Alexander D. Joslin, Chicago, Ill., Alexander S. Joslin, administrator of said Alexander D. Joslin, deceased.

986,471. Type-Writing Machine. Charles F. Laganke, Harrisburg, Pa., assignor to Elliott-Fisher Company, New York, N. Y., a Corporation of Delaware.

986,515. Type-Writing Machine. Herbert H. Steele, Marcellus, N. Y., assignor to The Monarch Typewriter Company, Syracuse, N. Y., a Corporation of New York.

986,536. Inkstand. Frank M. Ashley, New York, N. Y.

986,542. Loose-Leaf Binder. Harold B. Bristol, Maplewood, Mo.

986,583. Type-Writing Machine. John C. McLaughlin, Jersey City, N. J., assignor to Underwood Typewriter Company, New York, N. Y., a Corporation of Delaware.

986,609. Loose-Leaf Binder. August Wagniere, Los Angeles, Cal., assignor to Henry J. Pauly, Los Angeles, Cal.

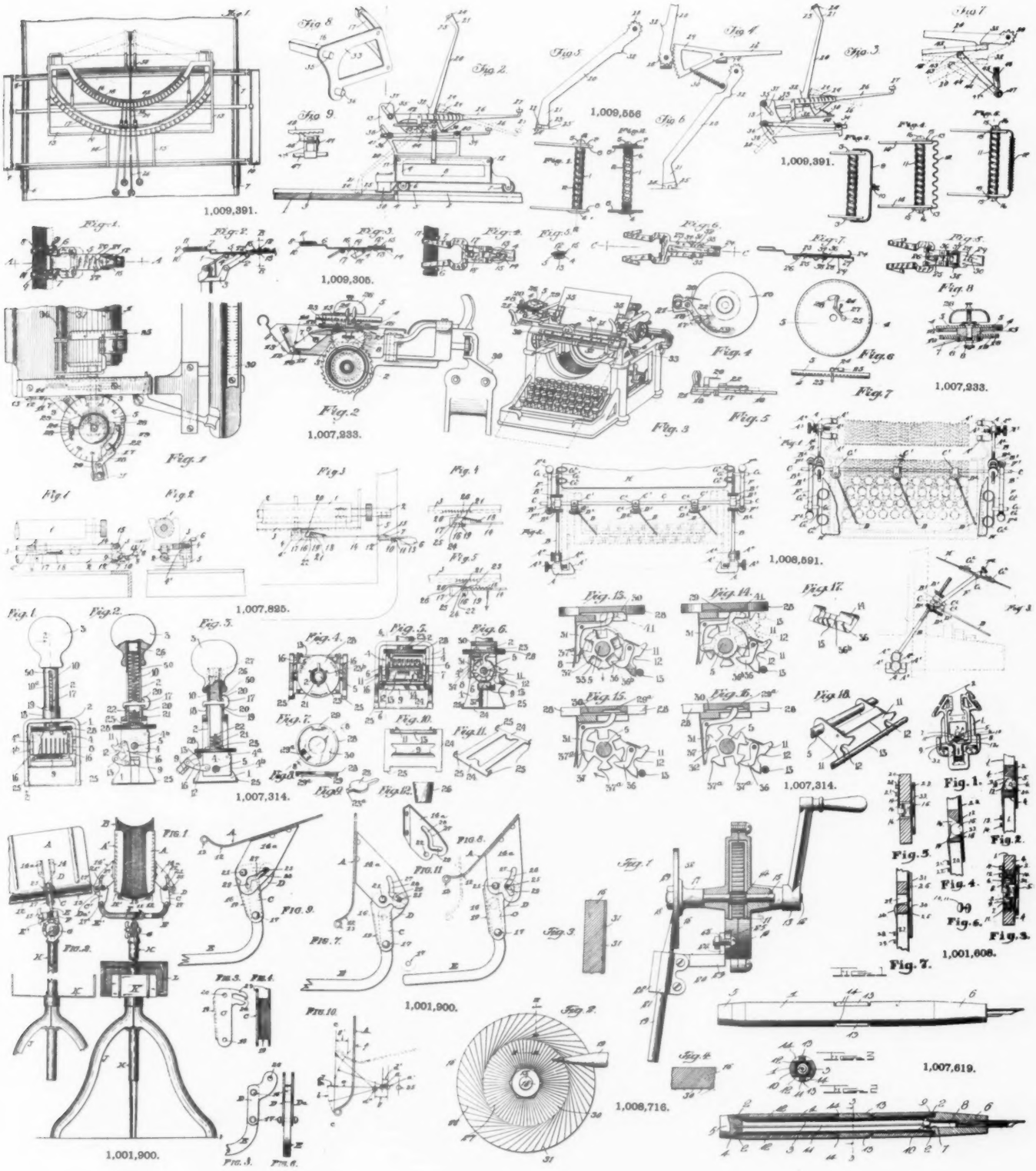
986,611. Ruler. Isaac C. Walk, Chambersburg, Pa.

986,661. Calculating Yardstick. Henry J. Weierhauser, San Antonio, Tex., assignor of one-half to Alfred Clifton McDaniel, and one-half to Washington Patrick Lobban, San Antonio, Tex.

986,735. Loose-Leaf Binder. John L. McMillan, Syracuse, N. Y.

986,896. Pencil. Claes William Boman, New York, N. Y., assignor to Eagle Pencil Company, New York, N. Y.

986,910. Loose-Leaf Binder. James C. Dawson, Webster Grove, and Thomas E. Heeter, St. Louis, Mo., assignors to Sieber & Trussell Manufacturing Company, a Corporation of Missouri.



No. 1,009,391. Feed mechanism for book typewriters; patented Nov. 21, 1911, by John W. Dunlap of Chicago, Ill., assignor of one-half to Clarence C. Travis of Chicago, Ill.—No. 1,009,305. Ribbon carrier for typewriting machines; patented Nov. 21, 1911, by Juan Harper of Santiago, Chile.—No. 1,009,556. Binding post for loose leaves and other purposes; patented Nov. 21, 1911, by Isaac E. Palmer of Middletown, Conn.—No. 1,007,233. Attachment to a typewriting machine for regulating the bottom margins of sheets of paper; patented Oct. 31, 1911, by Joseph Arthur Paquet of Quebec, Canada.—No. 1,007,825. Key operated back-spacing mechanism for typewriter carriages; patented Nov. 7, 1911, by Wilhelm van der Eerden of Berlin, Germany.—No. 1,008,591. Device for teaching touch typewriting; patented Nov. 14, 1911, by Herbert E. Feakes of Paterson, N. J.—No. 1,007,314. Consecutive numbering machine; patented Oct. 31, 1911, by Charles Spielman of Brooklyn, N. Y.—No. 1,001,608. Ribbon carrier mechanism for typewriting machines; patented Aug. 29, 1911, by Arthur H. Benzee of Buffalo, N. Y.—No. 1,007,619. Self-filling fountain pen; patented Oct. 31, 1911, by Joseph A. Vogelmann of Brooklyn, N. Y.—No. 1,001,900. Book holder and book stand; patented Aug. 29, 1911, by Michael J. Stark, Jr., of Chicago, assignor to William A. Marguerat of Chicago, Ill.—No. 1,008,716. Pencil sharpener; patented Nov. 14, 1911, by Levi Hayne of Schenectady, N. Y., assignor to Pike Mfg. Co. of Pike, N. H.

OFFICE APPLIANCES

FOUNDED BY GEORGE H. PATTERSON

EDITED BY EVAN JOHNSON
HOBART W. MARTIN, ASSOCIATE EDITOR

DEVOTED TO THE INTERESTS OF MAKERS, SELLERS AND USERS OF OFFICE EQUIPMENT AND SUPPLIES.

ITS FIELD INCLUDES

Typewriters, Adding Machines, Addressing Machines, Office Printing Machines, Business Phonographs, Folding Machines, Cash and Time Registers, Loose Leaf Systems, Office Furniture, Writing and Carbon Papers, Stationery and all supplies and conveniences intended for office use.

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C. H. EVERLY

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SUCCEEDING AND EMBODYING
TYPEWRITER JOURNAL AND OFFICE SYSTEMS, N. Y.
THE OFFICE APPLIANCE JOURNAL, Chicago
TYPEWRITER TRADE JOURNAL, New York
THE OFFICE, Franklinville, N. Y.
THE NATIONAL STATIONER, New York
The purchase of other suitable publications will be considered at all times. Correspondence solicited.

MEMBER OF
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Chicago Trade Press Association
Chicago Advertising Association
Chicago Stationers' Association
New York Boost Club
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PAYABLE IN ADVANCE
IN THE UNITED STATES AND ITS POSSESSIONS, AND MEXICO

Year	$1.50	5 Years	$5.00

CANADIAN

Year	$1.75	5 Years	$6.25

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All countries in the Postal Union the equivalent of $2.00 American Gold for one year and $7.50 for five years. Remittances may be made by personal checks, drafts on New York or Chicago, Post Office or Express Money Orders, or in American Postage Stamps or Currency if sent by registered mail.

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ADVERTISING RATES

$2.20 an inch, column measure, each issue. Minimum space two inches. Time discounts quoted on application. The OFFICE APPLIANCE CO. reserves the right to reject any advertisement.

OFFICE APPLIANCES

is absolutely independent and its columns are open to anyone who has anything to say of interest to this trade. No person, firm or corporation, either directly or indirectly connected with the business it represents, has any share in its ownership (which is vested solely in the undersigned), or voice in shaping its policy, which has in view at all times the best interests of its readers and advertisers. It aims to discuss all subjects fairly, and to furnish its readers reliable information concerning the progress and development of the office appliance industry. It will answer any questions concerning the business to the best of its ability, and it asks its readers in all parts of the world to aid it with inquiries and suggestions, to which it will give prompt and earnest consideration. If you know the publishers, write them; if you don't know them, write anyway; they will be glad to hear from you.

THE OFFICE APPLIANCE COMPANY
EVAN JOHNSON, President and Treasurer.
NATHAN W. TUPPER, Secretary. ALBERT H. HITCHCOCK, Vice-President.

Communications are invited upon any topics of interest to this trade. All accepted manuscripts will be paid for at space rates. Unaccepted manuscripts will not be returned unless postage is enclosed by the sender.

Correspondents should give their names and addresses, which will be withheld from publication if desired.

"OFFICE APPLIANCES" is registered in the United States Patent Office, Washington, D. C.

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Editorial

CAPT. BURTNER MAKES A SUGGESTION

OUR friend, Captain Burtner, of Albuquerque, New Mexico, famous for many things, not the least of which is the success he has achieved in typewriterdom, says that if he had his way he "would make every old geezer in the country read Dickens' Christmas Carol on the first of December," and he would compel some of them to read it twice.

We second the motion. For an inspiration of the season; for a softening of the spirit; for the development of a fine sense of discrimination by which we may discern those things really worth while, we approve the sentiments of Captain Burtner and recommend the reading of A Christmas Carol. No matter how well acquainted we may be with Old Scrooge, Bob Cratchitt and Tiny Tim, let us now at this time renew our friendship.

BUSINESS ACTIVITY IS ENCOURAGING

IT IS more than a little inspiring for the members of the office appliances fraternity to note, as we are about to pass through the portals of the New Year, that all signs point to an uninterruptedly prosperous year among the members of this trade. In the matter of office machines whose value has been tried and proven, it is no secret that the factories making them are, as a rule, pushed to capacity to fill the demand, and in several instances, particularly in the typewriter field, preparations are actively going forward to provide for increased room for factory equipment so that the manufacturing end may have a chance to keep up with the productive activities of the selling divisions.

The signs of our times seem to point to good and prosperous conditions in the larger lines of business activity. Complaint is heard among some manufacturers whose products go properly in the class of household luxuries that the public demand is not what it once was, but in the larger lines which touch the necessities of business men and of the people generally, in the development of large undertakings, the advancement of public works and in all the manifold activities of a permanently productive character, conditions seem to be encouraging.

Perhaps more than ever before business men are studying matters relating to economy of production and operation, being driven thereto by competition and by the demands upon their offices and factories. Practical office devices appeal to the modern ideas of efficiency and economy, for it is understood everywhere now, at least in this country, that any office machine which will save time and labor and improve the output of the office in neatness and finish is a prime investment which pays for itself and repays liberal returns upon the money invested over and over again, even though the first cost may run into a pretty stiff figure in some cases.

THANKS, GENTLEMEN, THANKS

THE many commendatory letters we received on the November number of OFFICE APPLIANCES are mighty encouraging. Such letters are an inspiration to a publisher, bracing him up and stiffening his backbone for the next and other succeeding issues, for to get out a magazine the size of OFFICE APPLIANCES with the care which must be exercised in such an undertaking is work—and it is work no matter how filled with enthusiasm we may be for the task. There are times, even in this office, when we would prefer to play golf or go automobiling with some of our friends so fortunate as to own machines, rather than stay on the job and plan for the next issue of the magazine. At such times, when we need a bracer to keep our attention from wandering and to keep tired minds keyed up to the task, we get out some of those encouraging letters which tell us what good work we have done, complimenting some issue in which there has been some special effort put forth, or perhaps bestowing praise on some number in which it seemed to us that there was not much of special moment, and lo! we buckle down to the task again with renewed energy and strength.

Notwithstanding the kind things many of our friends have been good enough to say of us and to us, the publishers of OFFICE APPLIANCES have not reached their ideal, nor will they ever be able to quite achieve it. The ideal we hold of a magazine which shall properly represent the office appliances business is an ever-expanding one, real and tangible, but nevertheless one which widens with the expanding horizon of the business. Necessarily, we shall always be trying to learn more about this field and shall always be missing something that we would want to know and making errors that we would not have made were it possible for us to understand all the conditions in every branch of this great industry.

But our task is alluring—it is absorbingly interesting to every member of our staff—and we shall always keep on keeping on, doing the best we can, trying to make a little better publication than the ones which have gone before, hoping that each new effort will land us a little nearer the goal.

THE Association of Advertising Men is striving for the enactment in the several states of laws to do away with fraudulent and dishonest advertising. At a meeting in Boston some time ago the subject was discussed, but, we believe, definite action was not taken at that time, except, of course, to establish the fact that all reputable advertising men are outspoken in condemnation of dishonest advertising of whatever kind. What, however, is the most practical way to overcome the evil, is a matter on which there is difference of opinion.

FRAUDULENT ADVERTISING

It is safe to say that no method of handling the subject which does not go into it thoroughly, with accurate knowledge of present laws relating to fraudulent and untrue advertising and kindred offenses, will be effective in results, especially since too often it is not the law, but the enforcement of it, which is inefficient. Nowhere have we seen so practical and intelligent a handling of the subject as that given by John Irving Romer, editor of Printers' Ink. In the issue of November 16 Mr. Romer starts a series of papers on the legal repression of dishonest advertising. He has caused his publication to retain a noted lawyer to investigate the subject and in the same issue the attorney sums up the results of his investigations. It is safe to say that before the end of the series the facts will have been marshaled in such array that proper conclusions will irresistibly follow, giving the association a sure guide to right action in the premises.

Fortunately laws for the suppression of dishonest advertising have little or no application to men in the field of office appliances. This line is one which invites men of intelligence and high character, whose relations with customers are at all times somewhat close and personal. For a man to misrepresent his goods would not only be immoral, but the height of folly, for success in this field depends upon personal good will almost as much as it does with the doctor or the lawyer. There may be a few who are selling old office machines that are not, as is said, "quite what they are cracked up to be," but nobody is getting at all badly stung even if he takes the bait.

OFFICE APPLIANCES is proud of this field—proud of the square, honest men in it—and proud of the esprit de corps and confidence between the members of this trade that seeks out the occasional dishonest ones and finds ways of running them out of the business.

NEXT month the cities of Chicago and Grand Rapids, Mich., will be the scenes of the regular semi-annual furniture exhibitions. In each city a number of large exposition buildings will be devoted to furniture displays by a large number of leading manufacturers from all of the principal furniture manufacturing centers.

THE FURNITURE EXPOSITIONS

Many manufacturers of office furniture will have their lines on display, both at Chicago and Grand Rapids, and this fact supplies a strong argument why office appliances dealers should send their buyers to these expositions to get acquainted with the lines shown. Keeping posted is one of the most necessary pursuits of the dealer in office devices. Since most dealers now handle office furniture it is essential that they should know what goods are on the market. This is best done face to face with the lines, since even the best catalogue is but a makeshift substitute compared to seeing the actual goods. The comparatively trifling expense of a trip may mean an arrangement that will net many hundreds of dollars to the dealer.

IT IS highly encouraging to note the fine results which the National Association of Stationers and Manufacturers is achieving in its campaign for new members. A recent report from the office of the secretary discloses the fact that during and since the Buffalo meeting no less than forty-nine new memberships have been added to the rolls of the association. This very satisfactory state of affairs comes as a direct result of the "revival" meeting which was held at Buffalo during the convention. But whatever the cause, all new members are very welcome indeed.

NEW MEMBERS JOINING NATIONAL ASSOCIATION

The objects of the association are intimately interwoven with the prosperity of everyone in this field, and it is accomplishing, by dint of enthusiasm and hard work, results which entitle it to the active support of every member of the office appliances trade. Support given the association should not be lukewarm. There is nothing in it for the milk and water fellows whose blood freezes as soon as they think of parting with a few dollars. Why a healthy man in possession of a fair business will not join and mix into the things which are doing—learn new wrinkles—get in touch with the big men—find out what this big, growing trade is doing, and get some ideas that can be applied at home or some new lines, perhaps, that new trade can be built upon, is an abiding mystery.

We trust that the efforts of the members will not slacken, and that before the Omaha meeting convenes the membership of the National organization will have grown to twice its present proportions.

The Inner CIRCLE of the great Order of Office Appliances

¶ J. S. Cushman of the Cushman & Denison Manufacturing Company, New York, finds time outside of business for much useful civic and philanthropic work. He is keenly alive to the needs of his fellows and his time and money are given freely in furtherance of the public good.

¶ C. E. Skerry, president of the National Envelope Sealing & Stamping Machine Company, started out to study law, but poor health drove him West to become a cowboy, which occupation brought back and fortified all the native vigor of a rugged constitution. He is a pretty fair lawyer still, and a first rate judge of live stock—neither of which subjects interfere with his being a crackerjack salesman and a fine executive.

* * *

¶ Frank C. Morse of the Browne-Morse Company, Muskegon, Mich., has grown up in the system business. He can sell goods anywhere. Once he was in the printing department of a well known cabinet manufacturer, where he got up some mighty good advertising. Then for a number of years he was a salesman, learning all the angles of the business.

* * *

¶ Millington Lockwood, president of the National Association of Stationers and Manufacturers, was born to the stationery business, his father having been a leader in that line in Buffalo for many years. He is a lineal descendant of that hardy Robert Lockwood, who came to this country with Governor Winthrop in 1630.

* * *

¶ Charles P. Garvin, known far and wide as "the mayor of Pecan Gap," is one of the youngest field managers in the country. When, as the representative of the F. S. Webster Company, he brought his prodigious and sunny vitality to the Toledo convention two years ago, he was about twenty-three years old. His company has in the meantime found that he measures up big all around, in ability as well as in person.

* * *

¶ W. R. Fox, president of the Fox Typewriter Company, is an inventor of note. Before he entered the typewriter business he was a maker of tools and dies, inventing the Universal Trimmer, now a standard tool in all pattern shops. To this specialty he added a line of machine tools. In 1893 he manufactured bicycles and bicycle machinery, and his product was famous. Three years later he took up experimental work on typewriters, eventually perfecting the well known machine which bears his name.

* * *

¶ Otto H. L. Wernicke, president of the Macey Company of Grand Rapids, Mich., was once in the farm implement business in the Northwest. He worked out the idea of the sectional book case up at Mitchell, South Dakota. As soon as he got the device perfected and on the market it made a field for itself which soon grew to startling proportions. Mr. Wernicke is affectionately known as "Dad," because, perhaps, he is big, sound hearted and level headed. As a matter of fact, he is not yet fifty years old.

* * *

¶ Frank D. Waterman, president of the L. E. Waterman Company, New York, is an expert on system. It is said that every Waterman pen bears a private mark, which identifies it as having been sold to such and such a dealer. This has proved invaluable many times to dealers, as well as to the Waterman Company. Mr. Waterman is foremost in all trade movements, and is prominent in the National Association of Stationers and Manufacturers, of which organization he is first vice-president.

* * *

¶ John Whitworth, one of the vice-presidents of the Oliver Typewriter Company and superintendent of the factory at Woodstock, Ill., is a factory expert in every fiber of his being. In days gone by John Whitworth built the Fowler bicycle, which was one of the best wheels to be found on the market anywhere. Mr. Whitworth is a quiet genius, as effective in handling a large force of men as he is in mastering mechanical problems.

VIENNA HOLDS BIG EXPOSITION

Second international exposition of office appliances in Austria-Hungary.

ON entering the extensive rooms of the Gartenbaugsellschaft in Vienna to view the Exhibition of Office Appliances, I was struck by a subtle difference in the rooms and in the entire show, that was unlike the first exhibition, held in this city some years ago.

The last exhibition was arranged with extreme taste, so tastefully that it was clear even to the least experienced of the visitors, that the artistic spirit had prevailed over the business mind. Everything that was not calculated to contribute to the beauty of the show had been rigidly excluded. This time a change had come over the scene; gaudy posters stared down from the walls, instead of tasteful draperies that had been hung with great care, at the last Exhibition. There is a hustle and bustle among the exhibitors that is new to the city. The public is not merely curious; it is interested, and on every side rumors of immense deals, of orders for this machine and that are heard. Stands at which portable articles are sold, as samples of the goods turned out by the manufacturer, are empty at the end of the day, and it is clear that more supplies must be forthcoming before the rooms open their doors on the morrow. In fact the entire show breathes a spirit of business somewhat foreign to the careless, easy-going Viennese.

In spite of this commercial spirit, however, the rooms were prettily arranged with pots of flowering shrubs and other hardy plants that are calculated to survive the dust and dirt of an exhibition.

Our illustration shows the main hall. The Gartenbau is an excellent place for the holding of exhibitions, as it consists of quite a number of these halls. The view presented to our readers is, however, from this very cause deficient, in that it merely shows one corner of the exhibition.

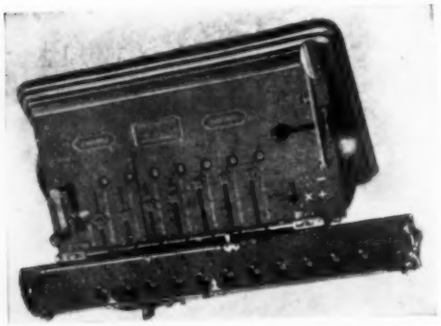
The Exhibition was opened by the Governor of Lower Austria, who took the place of the Archduke Leopold Salvator, a member of the Imperial House, who takes the greatest interest in inventions and contrivances of all kinds. After the Exhibition was declared open the Governor was led round. He asked to be shown the actual novelties and the newest inventions. There were several purely Austrian inventions, just fresh from the workshop, that had been finished for the occasion. The first to be seen on entering was the "Voxotype" dictating machine, on which two brothers have been working for two years and that is not yet quite finished. It is claimed for the machine that it will save 50 per cent in time and material on the older inventions. Further on, a new duplicating machine, the "Rotex," described separately, is seen. The Oliver Company has a hand model of a calculating machine on view, called the "Exact," that is built in aluminum, and is run by electricity. The system of reckoning by carrying over the tens appeared very simple, and the visitors to the Exhibition were able to grasp the explanations of the gentleman in charge without difficulty. The machine will only be put on the market next year, and as it is not perfected as yet, no photographs have been made. The Oliver stand possessed another great center of attraction. The well-known toe-writer, C. A. Nathan, was performing to the delight of the public, but hardly to the edification of the other dealers, who objected to the inclusion of a "freak," as they called him, among the exhibits. The feeling was no doubt largely due to the conviction that undue competition was thereby created.

C. A. NATHAN.

Glogowski & Co., who represent the Remington Company, were showing recent models of the Remington visible. They had a new traveling machine, "The Proteus," that is similar to the Standard Folding, in steel and aluminum, but is somewhat lower in price. This was exhibited for the first time. E. G. Wiese, the speed demonstrator, was showing the ten finger system of writing. Mr. Wiese informed me that he can keep up a speed of 120 words a minute while answering questions in three languages. This must be a somewhat straining process, as some of the questioners were very persistent and crowded round the operator in great numbers. The speed, when the operator is unencumbered, is of course very much greater.

Burroughs' Adding Machine was also being shown at this stand.

Messrs. Schott and Donath, a German firm, were showing recent models of the "Ideal" with their traveling machine, the "Erika," that had been put into a fancy case, with special pockets, for paper and envelopes, and at the same time serve as pads to steady the machine when traveling.



"AUSTRIA" CALCULATING MACHINE.

"NEW TIME" FOUNTAIN PEN FILLER.

HAMMOND EXPRESS DUPLEX—CHANGING TYPE WHEEL.

They were also showing a new electric copying machine, the "Automat," the chief advantage of which is that the paper can be passed in by a very simple automatic process, that requires no skill whatever. Further, only one sheet of paper is lost when the copying is commenced and terminated. The machine works smoothly and turns out excellent copy.

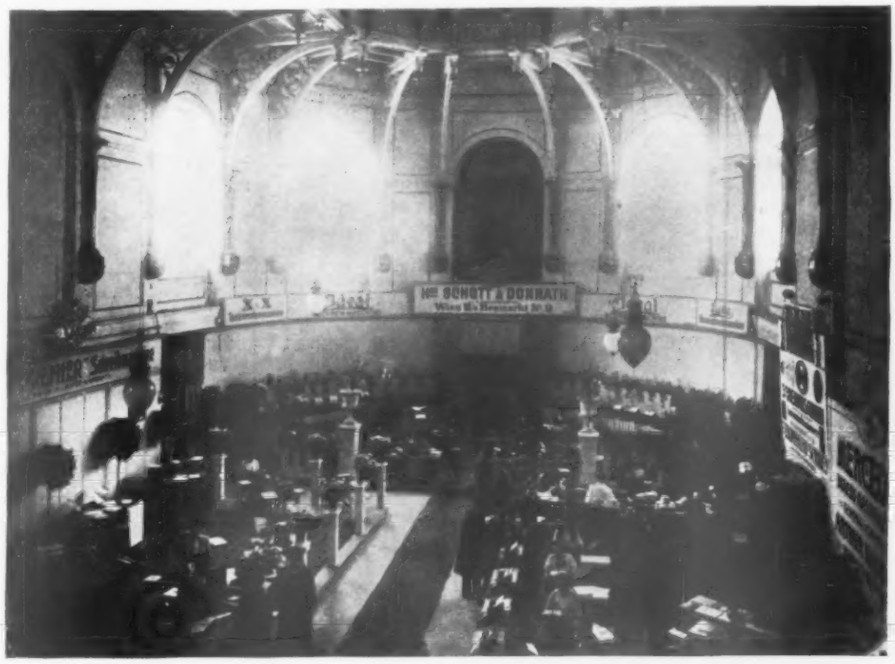
The Yost Company had a new model, with an automatic shift key, the invention of Mr. Beyerlin, of the Berlin branch. The representative of the firm told me that since they had put the visible machine on the market, the trade in Austria had increased by leaps and bounds. They were distributing colored glass fairy lanterns, with an illuminated advertisement, that were an entire novelty here. Some 5,000 lanterns were snapped up very quickly by an admiring public.

The Hammond Company was showing a new model, "The Express Duplex," for the first time. The Duplex is particularly suitable for this country, as it has 180 signs on its double keyboard. A writer can, by merely shifting the lettering, write in three languages, each with a different alphabet. The model was arranged to write English, German, with its modified vowels, and languages in which the Cyrillic alphabet is employed. This model will help the Hammond to continue the pioneer work that it has commenced under such excellent auspices in the Balkans and Turkey. The machine was always a favorite there, where many firms prefer to buy one machine only for writing in several languages, and purchased various letterings to enable them to do this. This was a difficult and cumbrous manner of writing, however, and the Hammond Company has discovered the solution.

The "Rex" Company showed recent models of the L. C. Smith & Bros.' typewriter and a parlograph that attracted much attention. Their electric envelope opener and sealer were in constant motion, as both were entire novelties to the Vienna public. Hardly had the opener been stopped than another group of anxious sightseers, afraid of missing something of interest, made a request for it to be started again.

A new model of the "Star," especially adapted for filling out drafts and writing checks, is likely to find a large market. All signs perforate paper in such a manner as to be clearly visible on the wrong side of the document and to render any change or alteration impossible.

The "Titania," a new typewriter of German manufacture, the first hand-made model of which was seen in Berlin, was on exhibition. The present model is an improvement on the first pattern, but the machine is not yet ready for the market. Several attachments are not perfected. The machine, which looks very durable, has a feature that is unique. The type-lever is fitted with cellular ball-bearings, while there is also a type-guide. The manufacturers tell me that these two features have never been combined on the same machine before, and sureness is made doubly sure, the letters being aligned with perfect evenness. The present model is merely fitted with ball-bearings, but it is hoped to fit the final model with a cellular ball-bearing arrangement.



GENERAL VIEW OF EXPOSITION HALL AT VIENNA.

The Royal stand was particularly tastefully fitted out in purple and gold draperies, while the typewriters were dressed to match the stall. Mr. Ehrlich told me that the light weight machine was particularly appreciated, while purchasers expressed their appreciation of the fact that the keyboard and the carriage of the "Royal" are almost on the same level. A contrivance for placing the copy on an exact level with the eye, higher than the machine, that obviated turning the eyes to either side, completed the advantage already afforded by the construction of the machine itself. The most recent model that they were showing had the advantage of permitting of the writing being carried on to the extreme edge of the paper, no margin being left. This is particularly useful in the case of postcards. Mr. Ehrlich says that they are doing an excellent trade in Austria-Hungary and the Balkans.

The Elliott-Fisher Company had one of the largest stands. They were showing a ledger posting machine that is new to this country. This innovation, as well as the entire system of loose leaf ledgers, was attracting great attention, as the whole idea was a complete novelty to many of the public.

Tucked away among the refreshment bars, on the gallery, a simple machine, of German invention, for the blind was seen. The "Picht" enables the blind to communicate with the seeing and vice versa. The type is in Braille on one machine, and the blind by pressing the "Bralle" type on the keyboard produce ordinary type. The companion machine enables a seeing person to type in ordinary signs, rendering the letters in "Braille," so that they may be read by the fingers of the blind. Herr Franz Holzer, who was in charge of the stand, tells me that he wishes to found a typewriting office for blind operators in this city. With the aid of a Dictaphone this could be easily accomplished. The operators are sufficiently skilled to write on ordinary machines. With a Dictaphone they could make a number of copies of the manuscript or do other work, and thus earn their living. A want of funds had prevented him from realizing the project until now, but he is working steadily towards that object.

The Edison Dictaphone was a great center of attraction. The representative of the company told me that Archduke Leopold Salvator, who was prevented from visiting the exhibition by a slight indisposition, had commanded him to bring the Dictaphone to the palace some days before, where it had been demonstrated to his Imperial Highness and a number of officers. The representative of the company told me that he considered that the value of the apparatus was just commencing to be appreciated in this country. It had great advantages for Austria-Hungary. Correspondence in offices is carried on as a rule in seven or eight languages. The clerks who are expected to type the letters know these languages, but they cannot take them down in shorthand, as the system of stenography that suits one set of vowels is impracticable for another.

Thus a Dictaphone or like machine almost becomes a necessity, if each letter is not to be dictated direct into the typewriter.

The "Austria" electric calculating machine, an Austrian invention, was worked by a small boy of about nine years of age. He was very proficient in working out all problems that were set him by the public, and the idea of employing a child for this task certainly gave the public confidence in the simplicity of the machine.

The Mercedes and Smith Premier typewriters occupied two of the foremost stands. The public was in constant circulation among the machines. The double keyboard of the Smith Premier seems to appeal to the Austrian mind. The appearance of the machine is also in its favor. The company has been most successful in placing machines during the exhibition. The Roneo Company with its duplicator, that is so well known here, was showing a new printing machine. H. Shebo was traveling Europe with one of the models. The "Roneotype" prints off copy in a most satisfactory manner, and is frequently used for bringing out small trade newspapers with illustrations, that are also printed off by the machine. A glance sufficed to show that the machine was an excellent contrivance that would outlast some rough handling and turn out clear copy.

A German firm, Fritz Eiles Jr., was showing some models of loose leaf ledgers with rounded steel back, that, unlike the ordinary ledger, were made to lock. He turns out his goods in steel and aluminum and tells me that he is exporting the steel backs to America and England in large quantities. The books themselves are naturally much too cumbrous for export. He

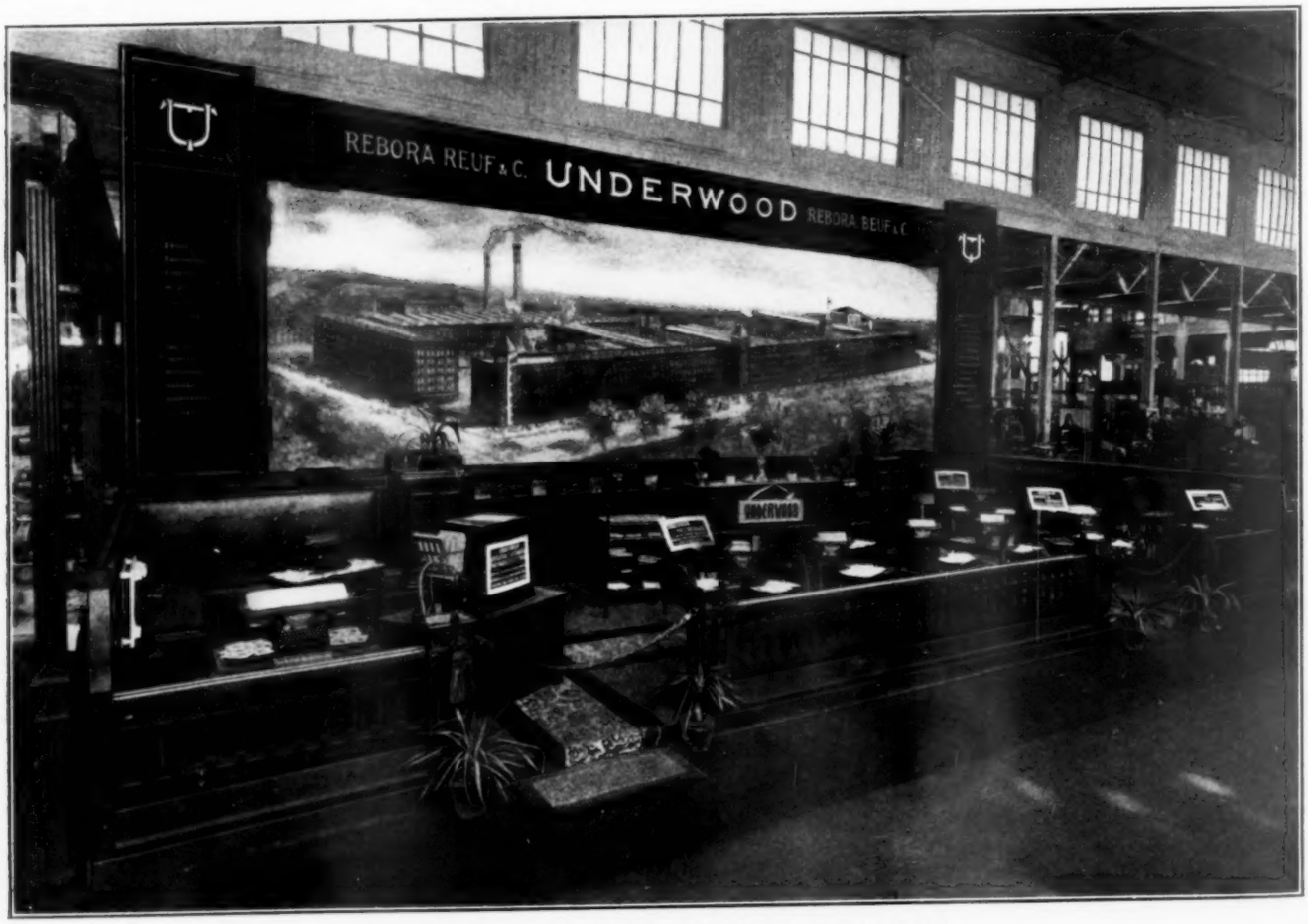
"BROSSOTYPE" TYPEWRITER BRUSH.

is doing a good trade, as far as is possible with the article, in this country, where vexatious regulations prevent the universal use of loose ledgers, and considers that people are beginning to wake up to the advantages of the loose leaf system that has been known so long in other countries.

An Austrian maker, Gustav Figdor, showed registers of his own invention that evidenced great ingenuity. They have the advantage of occupying the very smallest possible space, being quite flat, and of being put on the market at a minimum of cost.

A number of firms, of various nationalities, showed carbon paper and ribbons. The English "Carbonium" seems to be doing a flourishing business in spite of the duty and carriage that are so large as to prove a serious handicap, now that a number of Austrian and Hungarian firms are putting their own wares on the market. Herr August Koske, who represents the firm here, told me that this was particularly felt in the case of the cheaper wares. The duty and carriage remain the same, although the profit is cut. He said that the ordinary office is very keen on cheap wares. Thus, although the best-class trade is entirely unaffected, the lower class customer must have a special cheap line put in his way, if he is to be kept for England. They are pushing down to the Balkans, Turkey and even Egypt. An Austrian firm, Wilhelm Koreska, that is putting a cheap line of paper on the market, spoke of a flourishing trade that is spreading beyond the boundaries of their country. The German Pica ribbon warranted not to fray were piled in immense heaps for inspection. I hear that the brand is winning territory very rapidly.

The "New Time" contrivance for filling ink into fountain pens was an object of curiosity, while a contrivance, the "Aha," for fastening bills to letters, or for attaching any two documents, without the aid of wire fasteners, was of great interest. The punch forces a slip of the paper



UNDERWOOD DISPLAY AT TURIN EXPOSITION, TURIN, ITALY.

through the second bill or document, rendering the fastening a very simple manipulation. (Editor's Note.—The "Aha" paper fastener is obviously an imitation of the clipless paper fastener made in Newton, Iowa.)

The "Brossotype," a new contrivance for cleaning typewriters and other similar contrivances, was a very clever invention. The brush fills with benzine automatically, the handle being hollow. On pressing a button the benzine is released and can be made to cleanse any part of the machine that is desired. Patents have already been taken out to protect the invention that seems to have a large future before it.

THE UNIVERSAL REMEDY.

He used to take a drink of whisky when he was feeling gay and frisky; and when his health was out of plumb he tried to heal himself with rum. In fiery days of mid-July, he tried to cool himself with rye; when winter storms began to toot, he warmed himself with tanglefoot. When children came, to cheer his home, from tankards tall he blew the foam, and when friends died he tried to drown his grief by pouring bugjuice down. Whate'er the crisis or event, it called for spiritus frument. And when this pickled guy was dead in that old town he painted red, his poor, sad, weary heartsick frau must pay a mortgage on the cow to buy a misfit box of pine in which her old man might recline. And while they laid the stiff away out in the churchyard, cold and gray, the men who kept the grog saloons, with diamonds on them in festoons, were selling booze to other chumps who took it for the doleful dumps, to keep them cool, to keep them warm, to shield them from the wintry storm, for any reason or excuse a foolish mortal can produce. WALT MASON

(Copyright, 1911, by George Matthew Adams.)

SALES MANAGER FOR BIG CONCERN.

Wm. S. Allen has joined the staff of the Canton Mfg. Company, Canton, Ohio, as sales manager. He will push the campaign of this company in marketing the Multoplex filing cabinet and will travel more or less throughout the country establishing agencies.

Mr. Allen recently was connected with the Buffalo branch of Fairbanks Company of New York. He was formerly secretary-treasurer of The Force Food Company, Buffalo, and had the sales management of that concern. Mr. Allen has an extensive business acquaintance throughout the United States and Europe. He is regarded as a valuable acquisition on the part of the Canton Mfg. Company, and doubtless will prove an effective influence in placing the Multoplex cabinet in all sections of the office appliance field. Dealers and others who are open to consider agencies for this device should communicate with Mr. Allen or with the company direct.

After the Day's Work

By E. ST. ELMO LEWIS, of the Burroughs Adding Machine Company

X. The Fallacy of "Cut It Short."

I always think of a remark by Dr. Buckley when a chairman limited him to 10 minutes in a speech he was to make.

"Some men are like ocean steamers, it takes them some time to get under weigh; others are like ferry boats, they get under weigh at once."

One carries a population of a town, links continents and transfers millions in treasure and precious freight. The other carries less, does less, gets less, and is less.

Too many of us cut it short—like Procustes did his guests. He had a bed—if his guest was too long, he chopped him off to fit the bed. Some business men have a Procustean bed for all correspondence and advertisements.

There is something little in the habits and mentality of men who observe such rules.

The mania for cutting it short has made our business correspondence telegraphic, much to the joy of the lawyers who are so often called in to tell the parties to the correspondence what they really meant to say.

It took 2,000 sheets of testimony to get at the meaning of a 19-word letter written by a Chicago specialty manufacturer.

Business men have failed to understand the difference between brevity and conciseness.

Genesis is the shortest history ever written.

In one library there are 1,941 books trying to tell a puzzled and be-deviled world what it means.

Generalizations are dangerous—this among them, but it is obviously better to say more than is absolutely necessary, than to prolong the agony into letters of explanation.

In advertising, write for the dullest man in your audience, the brightest may not have to read it all.

When you want to cross the ocean, use an ocean steamer—a river or a creek, use a ferry boat.

Tell your story—the length has no importance.

Is it worth while? is the test.

COMPTOGRAPH COMPANY MOVES INTO NEW FACTORY

Demands of Rapidly Growing Business Require Increased Facilities.

THE Comptograph Company of Chicago, which is well known as the manufacturer of one of the most versatile adding machines, has, owing to its increasing business, been compelled to secure larger quarters. For a good many months its old factory at the corner of Blackhawk and Dayton streets has been found to be a very tight fit. Not willing to have its output restricted on account of narrow quarters, the company, several months ago, began the erection of a new building, six stories in height, fireproof, being built of reinforced concrete, equipped with passenger and freight elevators, dumb waiter for small parts and tools, and altogether thoroughly modern in every particular.

All punch press work is done in the basement, where also are the hardening and cleaning rooms and the steel stock room. On the first floor are located the general tool rooms, the plating room, polishing room and screw machine room. All the tools, dies and fixtures used in the construction of the Comptograph machine are carried in this general tool room, all parts being worked to the thousandth part of an inch. The second floor also contains a tool room and a milling machine department, drill press department, grinding machine department, small lathe department and a room where the type are made. All bench assembling by which the parts are riveted together, and all assembling of finished work, is done on the third floor, and there is also on this floor a large stock room, in which thousands of the different parts are sorted after they have first undergone a severe testing in the inspection department, which is on the same floor.

The fourth floor comprises the department where all machine adjusting is done, a final inspection room, where each part of the machine, after assembling, is carefully inspected; the shipping room, and a large stock room for the storage of all finished parts, which are ready to be put together and made up into adding machines.

The visitor, on stepping off of the elevator as it stops at the fifth floor, finds on his right the president's room. On walking down the aisle in the middle of this floor he was pointed out to him next on his right the factory superintendent's office, and a little farther down, the advertising and systems departments, the secretary and treasurer's office, the bookkeeping, accounting and stenographic departments being on his left. In the rear is the large and airy experimental room and just in front of this are the drafting rooms and the office of the head of the inventive department.

The building is well lighted throughout and is furnished with everything necessary to insure the physical comfort of the employes and every convenience and facility to enable them to turn out their work in the best possible manner. The offices are provided with steel racks for the storage of stationery, and there are separate washrooms provided for each floor, together with individual steel lockers for each employe. There are two entrances, one for the general offices and one for the factory.

The visitor, if he is of a curious and inquiring turn of mind and disposed to draw logical conclusions from the data acquired in this tour of inspection, must be impressed with the extreme care taken by the company to insure the perfection of its product.

H. B. Wyeth, for a long time associated with the Burroughs Adding Machine Company, is president of the Comptograph Company, and was the prime mover in its organization. The vice-president, D. E. Felt, of the Felt & Tarrant Manufacturing Company, invented both the Comptograph which is a listing-adding machine, and the Comptometer, which is a non-lister. Mr. Felt was the builder and maker of the first practical adding machine, and his long experience in this line of work makes him the foremost adding machine authority. The office of secretary and treasurer is filled by Mr. R. R. Browning, while the selling end of the business is under the supervision of Mr. J. O. Shepard, formerly division sales manager for the American Multigraph Company, and the publicity department is in charge of Mr. R. H. Morrow, one time advertising manager of the above-named company.

LITTLE do ye know your own Blessedness; for to travel hopefully is a better thing than to arrive, and the True Success is to labor.—*Robert Louis Stevenson*

TWO SPEEDY EDISON TRANSCRIBERS.

Here are two young ladies who made astonishing records at the Edison Transcribing Contest at Madison Square Gar-

MISS LOTTIE E. BETTS.

den, New York, last October. In ten minutes of transcribing Miss Lottie E. Betts, an Underwood operator, wrote 709 words, with 16 errors, representing a net speed of 63 words a minute and winning first prize.

MISS FLORENCE SMITH.

The winner of the second prize in this contest was Miss Florence Smith, a Remington operator, who wrote 628 words in 10 minutes, with 19 errors, or a net average of 53 words a minute.

HUNTINGTON SMITH WEDS.

Huntington Smith of the Dalton Adding Machine Company was married October 10, 1911, to Miss Caroline Lackland of St. Louis. The ceremony was performed at the home of the bride's parents in St. Louis, followed by a honeymoon trip to Hot Springs, Va., and New York city.

The happy couple have their residence at 4437 McPherson avenue, St. Louis, where they are at home to all their friends.

The claim to "Quality" is largely the factory experience behind the goods.

None will deny the *largeness* of both factory *and* experience in *our* case.

We have reached the point where we are able to say that our goods are universal among the most discriminating users.

"OUR LINE"
The World's Standard

Typewriter Ribbons and Carbon Papers

In *behalf* of the *trade* we are steadily educating the large consumer in the fine "habit" of using our products.

We Meet Every Condition.
We Fill Every Requirement.

MITTAG & VOLGER, Inc.

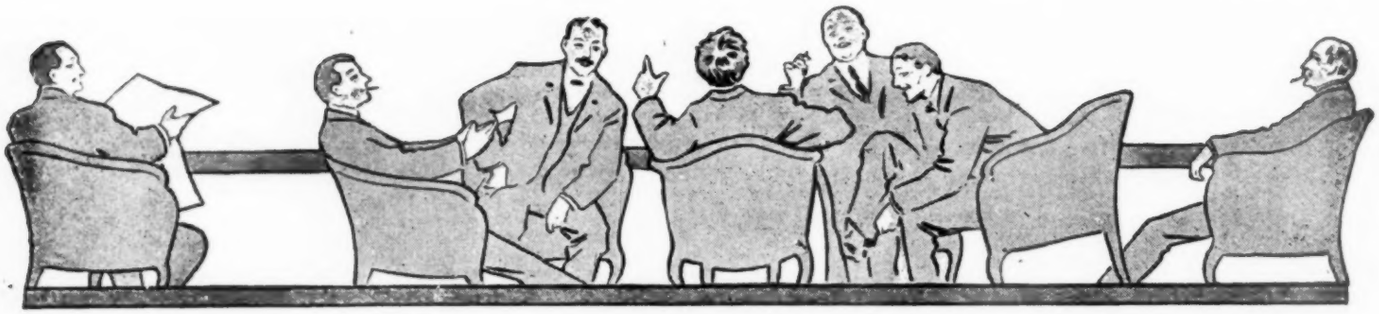
Sole Manufacturers for the Trade

Principal Office and Factory: PARK RIDGE, N. J., U. S. A.

BRANCHES:

261 Broadway NEW YORK, N. Y. | **205 W. Monroe St., CHICAGO, ILL.** | **7 and 8 Dyers Bldg., Holborn, E. C. LONDON**

AGENCIES: All Over the World



SALMAGUNDI.

Draws Typewriter From Fountain Pen.

A gentleman, walking along the street in Columbus, Ohio, stepped into a nearby store and asked if they had an open ink vessel from which he could fill his fountain pen. Having none, the proprietor of the store remembered that he had seen a card in a window a block away, which said, "Step in and fill your fountain pen," and he referred his caller to the neighboring store.

The gentlemen walked into the store of the North American Supply Company where his pen was filled. As he was about to turn away he noticed some typewriters on display and stopped to look at them. This manifestation of interest led the manager to explain that the typewriters were rebuilt machines. After examining them a short time, the caller, who proved to be E. M. Arbogast of Marlinton, West Virginia, proprietor of the Bay Island Hotel, Sarasota, Florida, made a purchase and had the machine shipped to Florida.

The little business courtesy of filling a fountain pen not only resulted in a substantial sale, in this instance, but has, no doubt, resulted in many others.

Some Good Philosophy.

Friend Browne of the Browne-Morse Company of Muskegon, Mich., sends us the following. It is good philosophy:

"Smile and the world will smile with you,
'Knock,' and you knock alone,
For the cheerful grin
Will let you in
Where the kicker is never known.

Growl, and the way looks dreary,
Laugh, and the path is bright,
For a welcome smile
Brings sunshine, while
A frown shuts out the light.

Sing, and the world's harmonious,
Grumble, and things go wrong,
And all the time
You are out of rhyme
With the busy, bustling throng.

Kick, and there's trouble brewing,
Whistle and life is gay.
Sing a nice, bright tune,
Like a day in June,
And the clouds all melt away."

Paul and the President Visit 'Frisco.

Two distinguished citizens recently visited the city of San Francisco—President Taft and he whom the Alexander Brothers call Commodore Paolo Divver, known far and wide wherever ribbons and carbons are used as Paul Divver, the able, jolly and always welcome representative of Mittag & Volger, Inc. It is said that when the President arrived in 'Frisco and saw all the gay bunting and the beautiful decorations he thought it was done for him, and the citizenry of the big Coast town then turned out and made good, being too polite, of course, to tell the stout gentleman from Washington that it was all for another stout gentleman—yclept Sir Paolo Divver.

Anyhow, it was a great day! An hundred thousand people gathered in Golden Gate Park up on the hill and cheered themselves purple in the face while President Taft with a silver shovel raised the first spadeful of earth that started the building of the coming big Panama-Pacific Exposition, about which Californians have gone crazy and bid fair to infect the rest of the country with a portion of their mania.

And Paul Divver was there and yelled himself hoarse, just like a native son.

A Class "A" Office Holder.

Beyond doubt our good friend, Wash. Rees, of Cincinnati, is the champion office-holder of the Buckeye State—and that is going some, in a state where everybody either holds office or is actively scrambling to get an office to hold.

Some men are born to office; others acquire office, and still other have offices thrust upon them. Wash. Rees seems to have fallen at least under two if not under all three of these classifications. He has just been appointed a delegate to the Rivers and Harbors Congress by the Governor of Ohio, the Mayor of Cincinnati and the West Cincinnati Business Association—three appointments to one job—count 'em!

In addition to all this Wash. ran for secretary of the Young Men's Blaine Club of Cincinnati, and he was probably elected—deserved to be, anyhow. President Taft was in Cincinnati on Dec. 7 and Wash. was one of the gentlemen who accompanied the President upon that memorable day.

When Caesar Swats the Ball.

To William Allen Dyer, et al.—a reminder of the early days:

THE LINKS OF ANCIENT ROME.
(From the Latin of P. Sibleius Ferus.)
II.
AUGUSTUS INDULGES IN STRONG LANGUAGE, BUT DECIDES TO LEARN THE GAME.

Maecenas:

I drove the ball two hundred yards or more—
A screamer—when up wheeled the Emperor,
Exclaiming, as he watched the ball sail off,
"Ye gods! Is that the total sum of golf!
Weaklings and mollycoddles, what a shame
To waste your time on such a baby game!
And you Maecenas, 'Son of Ancient Kings'
(As Flaccus boy satirically sings
In his last book, 'A Line-o'-Verse or Two'),
Is that the best, old scout, that you can do?
A stroke most ladylike! Why, on my soul,
I'd back Xantippe for a ball a hole!
Say, if I couldn't knock that piffling pill
Over the crest of yonder fir-clad hill
I'd go jump in the Tiber. Here, I say,
Give me the mallet! Caddy, stand away!"

Preluding thus, the Top Card took his stance
Giving the "pill" a quick, contemptuous glance,
Then swung the driver with terrific force,
And—missed the ball a foot or two, of course,
A caddy snickered, then discreetly blew,
And Caesar after him the driver threw,
With certain objurgations, warm and tinglish,
That look less rude in Latin than in English.

I laughed and said, "You see, it takes some skill;
You didn't keep your eye upon the pill,
The striking surface, you'll observe, is small;
It's not Octavius, a soccer ball."
"Aw, cut that out, for love of Mike," said he;
"Laugh if you will—I grant it's one on me.
Son of a bat!"—he called the nearest caddy—
"We'll learn this game ALONE. Come on, my laddie;
And if you lose this new ball in the rough
What I will do to you will be enough!"

So off they went, while we the club bar found
And ordered dry martinis all around.

—B. L. T. in Chicago Tribune.

Little Things that Make a Big Winner

L. C. Smith & Bros. Typewriter

(BALL-BEARING, LONG-WEARING)

Typebar **ball-bearings made like a watch.** ***Carriage,*** **to move at a feather touch and stand at any point, unshakeable.** ***Escapement,*** **lightning swift, in its get-away from the operator's nimble fingers.** ***Touch,*** **smooth, easy, with snappy response.** ***Shift-key*** **lightened to one-third ordinary pressure.**

Careful, painstaking application to such fine details of construction have given you a typewriter that gets *big results* and does satisfactory work —all kinds of it—without a bit of fuss or needless effort.

Your stenographers will like the L. C. Smith & Bros. Typewriter because it enables them to do better work, do it easier, and do more of it. You'll want it, yourself, for the same reasons and also because, on account of the ball-bearings throughout, it keeps in better order and gives much longer service.

Send for "Another Decision by Experts" telling how the Savage Arms Company chose a typewriter equipment.

Branches in all large cities

L. C. Smith & Bros. Typewriter Co.

Head Office for Domestic and Foreign Business, Syracuse, N. Y., U. S. A.

Is There Room for Improvement in YOUR TYPEWRITER RIBBON and CARBON PAPER DEPARTMENT?

If so, it must be because you are not handling the famous Crown line.

Our three leaders, Crown, Globe and Pioneer, have long held the stage in a leading role in the ribbon and carbon field.

We also make up special ribbons or special carbon papers to order and will submit terms on request.

Crown Ribbon & Carbon Mfg. Co.,
ROCHESTER, N. Y.

CROWN RIBBON AND CARBON MFG. CO. — CROWN BRAND — TRADE MARK — ROCHESTER, N.Y. U.S.A.

We can show every dealer who is not handling the "Crown" how to make his ribbon and carbon paper department pay bigger dividends.

We invite your correspondence. You will find our proposition worthy of your careful consideration.

Crown Ribbon & Carbon Mfg. Co.,
ROCHESTER, N. Y.

CARBON PAPER FACTS

Our Ribbon Department

is steadily growing. Those who stock our ribbons find that they are selling more and more of them. We do not claim that we never get complaints but during the last year especially there have been very few and we believe that no manufacturer gets less. The reason is that we do not make a ribbon and then sell it to be used on any machine. We make a ribbon especially for the machine on which it is to be used. This is the only way to get a business that will grow. The operators find that our ribbons enable them to turn out the cleanest and the clearest copies.

We make every kind of ribbon.

Every order is filled promptly, no errors in marking boxes, spools to fit the several type writing machines.

MANIFOLD SUPPLIES CO.

A. L. FOSTER, President O. G. DITMARS, Vice-Pres.

188 Third Avenue, BROOKLYN, N. Y., U. S. A.

HUNTER TAKES NEW POSITION.

James S. Hunter, who has been connected with one of the well known manufacturers of office furniutre in the East for several years, has resigned to take the management of the New York branch of the Doten-Dunton Company, manufacturers of office furniture.

"Jimmy" Hunter, as he is known to his friends, is one of the best informed men in

JAMES S. HUNTER.

the country on design, construction and use of office furniture. He studied the elementals of the business under the master teachings of the old Globe Company (now the Globe-Wernicke Company) in the days when office furniture was finding its level. Mr. Hunter resigned from the Globe-Wernicke Company several years ago to join the staff of the eastern concern for whom

HUNTER MODELING IN CLAY.

he inaugurated several new and profitable features of design and construction and from which concern he has just withdrawn. He controls several valuable patents of his own invention. He is an indefatigable and consistent worker and takes his recreation in what he terms "working play." With his inventive and mechanical genius Hunter combines no mean ability as an artist. He has won some fame through several origi-

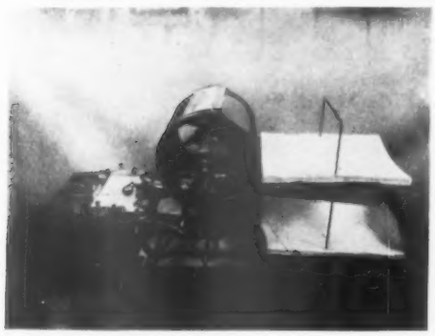
nal sketches, but his favorite "working play" is sculpture. The accompanying snapshot shows him making the most of a delightful summer afternoon on the veranda of his summer home in Pemberton-by-the-Sea, Mass.

Mr. Hunter has also been known to indulge the poetic muse. A little verse of his on "The Grouch" appeared in a recent number of Office Appliances.

That Mr. Hunter will make a success of the New York branch of the Doten-Dunton Company is certain.

THE "ROTAX."

The duplicator "Rotax" is an Austrian invention that was barely completed in time for the Exhibition in Vienna. The chief point of the new machine is the automatic coloring that is carried out without the aid of a brush or any process whatever, such as rubbing the color on by hand. The coloring process is simple; the drum on which the wax paper rests is, by a clever arrangement of rolls, fed with just sufficient coloring matter, to make one copy. This feeding is continuous, and it



ROTAX DUPLICATOR.

is as easy to make some thousands of copies as to make a single one.

The machine has an automatic paper feed. Only one sheet of paper is taken in at a time and any kind can be used, whether thick or thin. An arrangement for blotting paper also works very well. The paper falls on each copy that is ready.

The apparatus can be worked very easily. The color reservoir holds 4-500 grammes of liquid color, and once filled this quantity suffices for 15,000 copies. It may be reckoned that 3,000 copies may be taken in an hour, and they are counted automatically. The letters when ready cannot be distinguished from those written on a type machine.

The machine can be worked by an office boy, without previous instruction. The machine will only be put on the market in January, 1912, by the firm of B. Hausleh, Vienna.

HOWIESON IN EUROPE.

Mr. Howieson of the Howieson Calculating Machine Company, 256 Broadway, New York, sailed for Europe on the "Lapland" Nov. 18 in the interests of his company.

CARBON PAPER FACTS

Competition

The foremost manufacturer in any line is the one who knows best how to enable his customers to successfully fight competition. If he did not he would soon lose his position. Then again manufacturers who are successful do not have to compete with their own customers—they do not go direct to the consumer, that is to say, first sell to the stationer and then do their best to prevent him selling the very goods they sold him.

We are the foremost manufacturers of Carbon Paper in the world and we do not sell direct to the consumer.

Would you not like to have samples of our goods?

MANIFOLD SUPPLIES CO.

A. L. FOSTER, President O. G. DITMARS, Vice-Pres.

188 Third Avenue, BROOKLYN, N. Y., U. S. A.

MONARCH
Light Touch

Just a little
Shorter
every day
makes the
Light Touch
Monarch
the
typewriter of efficiency

No Three O'Clock Fatigue

IT seems shorter to the operator and so actually is shorter, for the light, quick, easy touch of the Monarch machine makes each day seem shorter than it can possibly seem with any other typewriter. The old three o'clock fatigue is forgotten and the day is finished with more work done, easier than ever. That means efficiency and more profit for the business.

Write us and we will write you.

Better yet, let our nearest representative show you the Monarch. If he isn't near enough and you know of a good salesman, send us his name and address.

THE MONARCH TYPEWRITER COMPANY

Executive Offices: Monarch Typewriter Building, 300 Broadway, New York.

Canadian Offices: Toronto, Montreal.

Branches and dealers in all countries.

MONARCH
Light Touch

SUCCESSFUL SCALE MANUFACTURER

Brief sketch of a strong man.

William Nelson Pelouze, president of the Pelouze Scale & Manufacturing Company of Chicago, is one of the best known manufacturers of postal scales in the world. He comes from a vigorous family and inherits the stamina and sound principles which raised his forbears to positions of honor. Colonel Pelouze is a son of the late General Louis H. Pelouze, adjutant general of the United States army, who died in Washington several years ago. General Pelouze was miliary secretary to Edwin M. Stanton, secretary of war, from 1863 to 1865. He graduated from West Point in the class of 1853 with Sheridan, McPherson and Schofield, and his son, W. N. Pelouze, treasures a letter written by Major General Schofield from army headquarters commending the record of his old classmate, General Louis H. Pelouze.

During his boyhood W. N. Pelouze attended the public schools in Washington, and later went to the Michigan military academy, from which institution he graduated in 1882. In the fall of that year he came to Chicago and was first associated with the Walter A. Wood Mowing & Reaping Machine Company. In 1886 he entered the employ of the Tobey Furniture Company, the leading furniture house of Chicago, becoming later one of the stockholders and having charge of the salesmen and the sales department.

Soon after coming to Chicago, Mr. Pelouze became identified with the National Guard, receiving the appointment of captain and adjutant of the Second infantry on the staff of the late Col. Wm. Hale Thompson, and later during the exciting times, incident to the strike at the stock yards, he commanded Company "H" of the same regiment. He was elected major of the Second infantry in 1890 and served in that capacity for three years, until appointed assistant adjutant general of the First Brigade, I. N. G., which important office he held during the trying times of the great railroad strike of 1896.

Colonel Pelouze became interested in the manufacture of scales in 1895, producing about that time valuable patents, applying especially to scales designed for weighing mail matter. The company of which he is the president has met with signal success and has taken a very high stand in the estimate of the stationery trade, with whom they are closely identified. Their scales are among the staple articles handled by the leading stationers, not only in the United States, but in Canada, Mexico and all foreign countries where their patents apply. Besides postal scales, the company manufactures an extensive line of counter, family, market, confectionery, computing and ice scales, which are sold exclusively through the large wholesale houses.

Col. Pelouze is a member of the Chicago Athletic Club, the Union Club, Southshore Club, Chicago Yacht Club and the Military Order of the Loyal Legion of the United States.

In 1908 he organized the Pelouze Electric Heater Company, which manufactures electric irons, stoves, chafing dishes, percolators, curling irons, toasters, etc. These devices stand very high in the estimation of the trade for endurance and efficiency.

The writer of these lines has known Col. Pelouze for many years.

Col. Pelouze approaches the ideal of the American gentleman. We know of hardly anyone who comes nearer to that ideal. He is a man of rare culture, a delightful companion and an ardent sportsman, interested in yachting and in all clean sports. As a business man he has succeeded beyond the average, and now, in early middle life, occupies an enviable position among the successful men of Chicago.

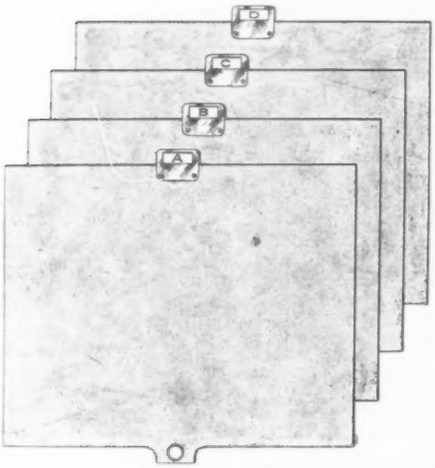
INGENIOUS METAL TIP GUIDE SYSTEM.

The Plew & Motter Company say that there is a constantly increasing demand for metal tip guides and that they are one of the few manufacturers of this line. They state that the explanation of the growing business in this particular office appliance is that the use in filing cabinets of the old style press board guides with printed indices necessitates throwing away an entire set of guides when it is desired to enlarge the filing capacity or to change the nature of the filing folder contents and the indices to same. By the metal tip guide system, such changes involve only the addition of more metal tip guides and of changing the index-slips in the tips of guides already in the cabinet.

The Plew & Motter Company calls the special attention of progressive stationers to the business building opportunity offered them by this company's line of metal tip guides and folders. The guides are made of heavy, best grade, red press board, and are handsome and serviceable. The folders are made of best grade document Manila and the tips of nickeloid, which it is stated will never rust or tarnish. The metal tips are strong and firmly riveted, so as not to break or come off. They hold the movable slips or labels and are made in 1-inch and

2-inch sizes for the index letter or name. The bottom projection of the guides, through which the rod passes to hold them in place, is reinforced with a brass eyelet. The company also makes a full line of Manila guides and folders without metal tips, in all alphabetical subdivisions. The manufacturers point to the fact that these goods bear no imprint of their name and are strictly a dealer's proposition. Prices are claimed to be the lowest possible for such a fine quality of materials. The company does not make cabinets, but supplies these metal tip guides in sizes to fit any vertical filing cabinet.

This concern has issued a remarkably attractive and interesting booklet bearing the title page quotation, "Reason Is Light," and the descriptive title, "A Little Light on Office Filing Systems: Something Better." The booklet describes the Plew & Motter



PLEW & MOTTER MASTER GUIDES.

patented Self-Indexing System of Filing. This system is of metal tip guides construction. It consists of an arrangement of two kinds of guides and two kinds of folders. These are designated Master Index Guides, Sub-Master Guides, Regular Folders, and Sub-Series Folders.

It is difficult to give a comprehensive idea of all the details of this system without using several cuts and more space than can be devoted here to the matter; and this article is intended only to arouse interest in metal tip guides and this filing system. Dealers and others interested should write the Plew & Motter Co., Center Ave. and W. Monroe St., Chicago, Ill., for the booklet which fully describes the system, with many illustrations in colors.

MRS. PATTERSON WEDS.

The Rev. Loring Parchre Gould has announced the marriage of his daughter Mrs. Susan Gould Patterson, to Mr. James Dunlope Langhlin, at New York City on Friday, Nov. 24, 1911.

Mrs. Patterson was the widow of the late George H. Patterson, founder of Office Appliances. She is a lady of unusual charm and attractive personality. Office Appliances extends hearty felicitations.

Twelve Years of Protectograph History

"The-Machine-that-Todd-Built" has now been on the market for 12 years, has protected the biggest bank accounts in the world during that time, and is today the only form of protection that has never been successfully altered.

It has displaced the old-fashioned forms of check protecting devices. More Protectographs have been sold than of all other kinds of check protectors put together — 110,000 Protectographs in use at this date.

110,000 satisfied users of the Protectograph, because we take care of every customer, and will not have a dissatisfied user. 110,000 good firms and financial institutions endorse the Protectograph to their friends. No wonder we sell nine-tenths of all the check protectors that are sold today.

This is the Limiting Line of the Protectograph.

NOT OVER THIRTY DOLLARS 30

Do You Want a Sample Machine for Stock?

G. W. TODD & CO., Sole Mfrs., Rochester, N. Y.

MEMINDEX

The Automatic Daily Reminder

Always opens at the right place. A dated card for every day and today's card always at the front.

Takes the place of Memorandum Book, Desk Pad and Date Book.

Fits the vest pocket.

Only live matter carried in the pocket. There's a tray for filing the cards by date, subject or alphabetically.

One satisfied customer brought nine sales in less than twenty-five days.

Wilson Memindex Co.
131 Dey St., Rochester, N.Y.

Distributors for Pacific Coast States
BAILEY SPECIALTY CO.
SAN FRANCISCO

XMAS SEALING TAPE

WILL MAKE YOUR PACKAGES LOOK ATTRACTIVE

7 DESIGNS SAMPLES ON REQUEST

Prices.	One Color	(A)	60c per roll
800 Ft.	Two "	(B)	75c " "
Rolls	" "	(K)	75c " "

EXPRESS CHARGES PREPAID
Small Rolls 10c each

Xmas Seals	100 Pkgs.	$1.50
Xmas Cards	100 "	2.00
Xmas Tags	100 "	2.00
Calendar Pads (small)	per gross	1.25
" " (large)	" "	1.50

Xmas Assortments, in Holly Boxes, containing Tags, Cards, Seals & Labels.

5c SIZE $2.50 per 100 Pkgs. — 10c BOXES $6.00 per 100 Boxes

ORDER NOW

ALL KINDS OF GUMMED TAPE & MACHINES
CHICAGO GUM TAPE CO.
337 RIVER ST., Dept. B. CHICAGO

This Trade Mark every box.

CRANE'S LADIES' STATIONERY

Sold by All Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the Following Styles and Qualities:

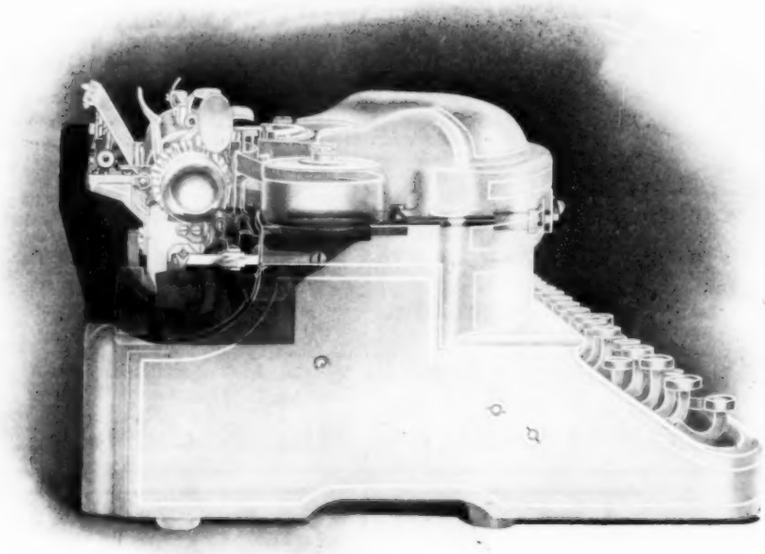
SUPERFINE QUALITY.
In light Blue Boxes, containing ½ ream of Note Paper each, and in separate Boxes ½ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY
In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each; in like Boxes are Envelopes to match.

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Our Papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 228 Fifth Ave., New York, whose boxes bear the word "CRANES" containing our goods.

Z. & W. M. CRANE, Dalton, Mass.



DETAIL OF CENTER TIE CONSTRUCTION.

NOISELESS ISSUES FINE CATALOGUE.

The Noiseless Typewriter Company of New York City, N. Y., and Middletown, Conn., has just issued a descriptive catalogue of its machine. This catalogue in its detail and mechanical features leaves nothing to be desired. The half-tones are marvelous examples of copper plate work, while the quality of the printing, paper and press work is abreast of the highest standards. The cover of the catalogue is embossed in red on a ground of light cream stock. A reproduction of this cover design in black is shown below. The catalogue itself gives a clear, succinct, yet complete description of the Noiseless typewriter, so interesting, indeed, that even the casual reader, if at all interested in recent mechanical inventions, is impelled to follow it through to the end of the booklet.

The features from which the Noiseless typewriter gets its name is that of noiseless operation. There is no sound of impact of type upon platen, for the obvious reason that the stroke, though abundantly quick, it is claimed, for the speediest operators, is one of pressure instead of impact. There is no sound when the type face touches the paper, nor is there any rattle of mechanism; the only sound audible is that of the operator's fingers as they strike the keys.

The platen of the Noiseless typewriter is nothing more nor less than the major roll of the feeding mechanism. It receives neither blow nor pressure, for the printing is done upon a flat steel plate, the sole office of which is to receive the pressure of the type upon the paper.

The feeding mechanism of the machine is constructed, therefore, not in part as a platen to receive type impact, but as a feeding mechanism only. The manufacturers claiming that in this way they are better able to preserve certain desirable features in the feed mechanism without sacrificing any printing quality. There are in the Noiseless typewriter, one major feed roll and eight smaller feed rolls, each one controlled and operated independently of the others, permitting, it is said, each roll to adapt itself to varying thicknesses of paper without affecting the action of the rest. A soft, resilient rubber is employed for these rolls, which, it is claimed, does not suffer deterioration and gives unfailing paper control.

The Noiseless typewriter has many other features of interest, all fully described in its attractive catalogue. It is a type-bar machine, but the type bars have a straight-from-the-shoulder motion, shooting out horizontally in a straight line to the printing point, meeting the face of the paper in front of the steel platen with a degree of pressure which is regulated by means of a dial on the front of the machine. By means of this variable pressure it is said that one may make one or many clear carbon copies—that, indeed, the machine is an excellent manifolder and stencil cutter.

An interesting feature of the Noiseless typewriter is that the impact of the fingers upon the keys simply releases an interior mechanism which instantly responds with silent printing results. The power is in the machine, hence its work is said to be remarkable for clean-cut uniformity.

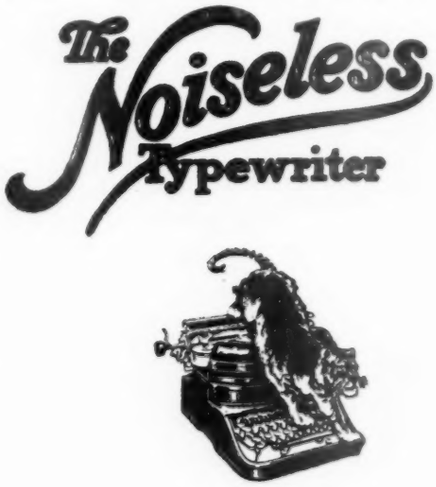
The catalogue covers a pretty wide range of typewriter features which are claimed for the Noiseless. The keyboard is standard and universal, the touch light, quick and responsive, and the writing visible at all times. Type bars are locked vertically and horizontally at the printing point, and it is claimed that the machine cannot get out of alignment.

The catalogue goes into some detail in describing the escapement and carriage mechanisms, tells how variable line spacing is accomplished, and goes into platen construction, contending that in the Noiseless machine no platen replacements are necessary. The "center tie" is described as a unique feature of typewriter construction, forming the backbone of the machine and rendering the pressure of the types at all times uniform and under the control of the pressure dial.

The Noiseless Typewriter Company guarantees every machine for five years. They state that such high quality of material and workmanship are put into it, and its features of construction are so simple, that such a broad guarantee becomes feasible.

Near the outset of the work the catalogue describes the several claims made by the company as exclusive features of the Noiseless typewriter.

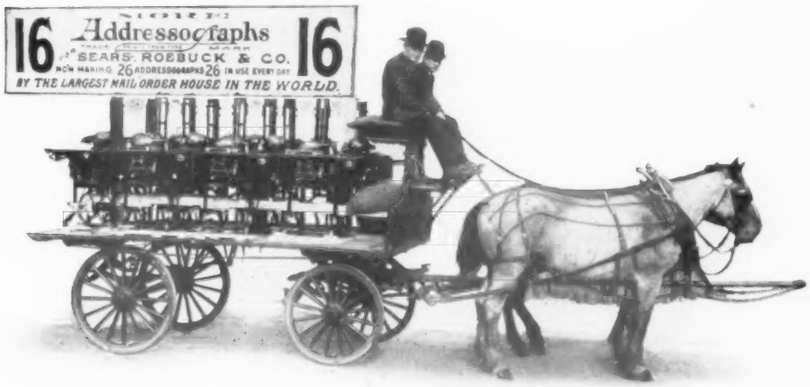
This machine was exhibited at the recent business show held at Madison Square Garden, New York, and created much interest and amazement. It was curious to observe the examination of the machine by visitors. They could not hear it, and could only satisfy themselves it was printing by the evidence of their eyes, watching the line of typewriting lengthen under the rapid manipulations of the operator.



DESIGN OF CATALOGUE COVER

ORGANIZE NEW COMPANY.

E. Le Febure has removed to Cedar Falls, Ia., where he has organized E. Le Febure, Inc., manufacturer of Le Febure loose leaf ledgers, bound ledgers, blank books and loose leaf specialties. The new concern was incorporated only a short time ago.



An Indication of Efficiency

Sixteen More

Addressographs

TRADE MARK

PRINTS FROM TYPE

For Sears, Roebuck & Company, making 26 ADDRESSOGRAPHS now in use by the Largest Mail Order House in the World

Consider what this means. After using ten ADDRESSOGRAPHS for many years, this foremost advocate of mail sales has installed 16 more ADDRESSOGRAPHS. It means that the ADDRESSOGRAPH has stood the test of time and has conclusively proved itself to be the one addressing machine that meets a most exacting demand for maximum efficiency in the maintenance and addressing of lists of names of many kinds and sizes.

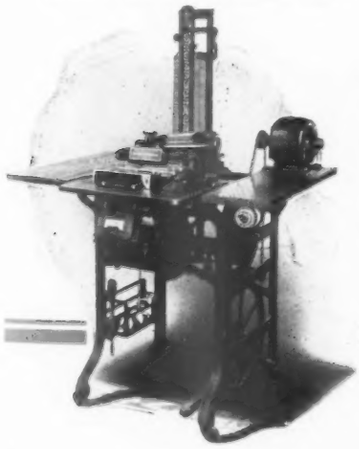
And Sears, Roebuck & Company is just one of more than 40,000 merchants and manufacturers in 239 distinct lines of business that have purchased the ADDRESSOGRAPH because of its great flexibility of usage, its complete Card Index conveniences, its absolute accuracy, its typewritten addresses and its low cost of maintenance.

Sales for last year show that of every 100 addressing machines sold 89 were ADDRESSOGRAPHS.

The ADDRESSOGRAPH is being used by manufacturers, wholesalers, retailers, dealers, banks, real estate and insurance companies, public utility companies, Government departments, associations, schools, laundries, brokers, publishers, and in every line of business where it is necessary to frequently address a regular list of names.

Here are a few of the representative concerns using the ADDRESSOGRAPH.

Central Union Telephone Co., Indianapolis, Ind.
The Hartman Furniture & Carpet Co., Chicago, Ill.
People's Gas Light & Coke Co., Chicago, Ill.
Armour Fertilizer Co., Atlanta, Ga.
The John Deere Plow Company in all Branches.
The Ford Motor Company, Detroit, Mich.
Eight U. S. Pension Agencies
U. S. Steel Corporation, New York, N. Y.
Union Pacific Railroad, New York, N. Y.
Westinghouse Electric Mfg. Co., Pittsburg, Pa.
U. S. Fidelity & Guarantee Co., Baltimore, Md.
American Law Book Co., New York, N. Y.
National City Bank, New York, N. Y.
National Cash Register Co., Dayton, Ohio.
Universal Portland Cement Co., Chicago, Ill.
West Publishing Co., St. Paul, Minn.



The ADDRESSOGRAPH is not merely a machine for addressing envelopes and circulars, but a flexible system that affords all of the modern conveniences of a Card Index for classifying and arranging lists—great possibilities for automatically following up mailing lists and efficient short-cuts for minimizing the expense of routine and detail work in auditing, payroll, shipping and general departments of every business.

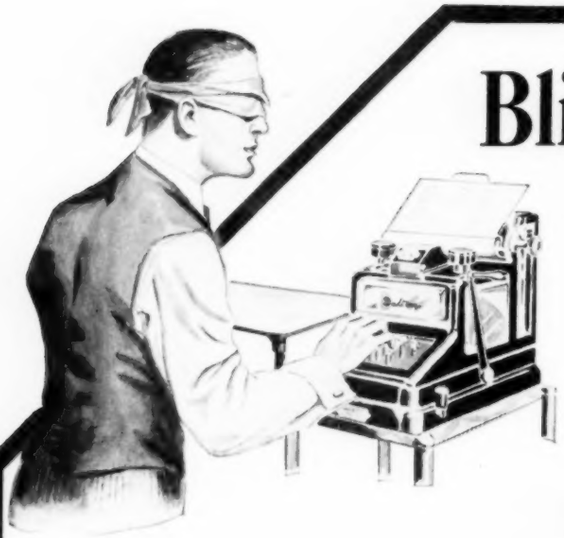
In a word, the ADDRESSOGRAPH enables an office boy or girl to accomplish the work of about ten clerks in handling and addressing lists of any nature. For with this machine it is possible to address envelopes, cards, circulars, statements, record cards, checks, payroll forms—anything—at the rate of 50 to 60 per minute—all with absolute accuracy.

One user of the ADDRESSOGRAPH said:

"The ADDRESSOGRAPH is the best investment of any kind I ever made, for it paid me 110 per cent the first year I used it."

ADDRESSOGRAPH COMPANY

903 W. VAN BUREN STREET - CHICAGO, ILLINOIS



Blindfold your bookkeeper as far as the keys are concerned.

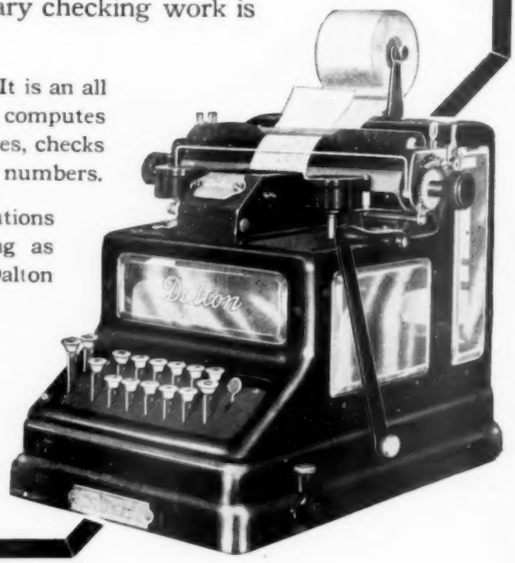
TOUCH METHOD **The Dalton Adding Machine**

operates by touch method. Except to follow the figures he is listing, a bookkeeper doesn't use his eyes to operate a Dalton. With a little practice, his fingers learn to manipulate the keyboard instinctively—automatically—without even so much as a glance at the keys. A 10-key keyboard makes the Dalton a touch operating machine. The bookkeeper disposes of the most difficult problems in figuring with a few finger strokes instead of much wearying brain labor, eye and muscle fatigue, bobbing and twisting from figures to keyboard and from keyboard back to figures in endless, time-consuming, nerve-racking strain. Without a glance at the keyboard, he works with greater ease, speed and certainty than an expert typewriter operator. Touch operation makes the Dalton 25 to 40 per cent speedier than any other adding or calculating machine. Sixty-seven items in 50 seconds is the adding and listing record of the Dalton. Such speed is unnecessary for ordinary office use, but any time saving in payroll, interest, discount and ordinary checking work is certainly worth while.

Not only as an adding machine does the Dalton make itself useful. It is an all around calculating machine — multiplies, divides, subtracts, crossfoots, computes interest, figures payrolls, extends bills, verifies invoices, foots trial balances, checks postings—all as easily as it adds. Handles fractions as readily as whole numbers.

Years of service in thousands of offices, factories and business institutions of all kinds seems to establish the fact that there is no such a thing as wearing out a Dalton. But Dalton Durability is only incidental to Dalton Service—it's economy and efficiency.

We have a booklet—"Half a Hundred Reasons" that gives you a more exact idea of what Dalton Service means. It points out wherein the Dalton most directly benefits you. Send for it—TODAY.



DALTON ADDING MACHINE CO.

Department C. **POPLAR BLUFF, MISSOURI**

GIANT REMINGTON SIGN AT BRIDGEPORT.

The Remington Typewriter Company have erected some notably large outdoor advertising signs, during the past few years, but none to compare in size and impressiveness with the monster just built at Bridgeport, Conn.

The standard size of the Remington signs is fifty feet long by ten feet high, with a large "cut-out" for the Red Seal. These dimensions are really quite meagre when compared to those of the mighty display which the accompanying picture shows.

This sign, as may be seen from the picture, stands in close proximity to the Remington ribbon factory, a section of which appears on the right.

The location of this latest Remington display, from the standpoint of advertising, is exceedingly well chosen. It is on the south side of the New York, New Haven and Hartford Railroad, from the embankment of which the picture was taken.

Comparing the height of this sign with that of the three-story house, immediately adjoining it on the left, offers some idea of its size. It measures no less than 185 feet in length and 30 feet in height. This, of course, is exclusive of the tremendous Red Seal, which is 45 feet in diameter.

There have been other Red Seals on the Remington Typewriter signs, Red Seals of large proportions; but to this one at Bridgeport must be ceded precedence of size by a large measure. Although the picture offers facilities for comparing its magnitude with the size of the house next to it, little adequate idea of its dominating aspect can be thus derived.

Few passengers will pass through Bridgeport on the day trains of the N. Y., N. H. & H. R. R. whose notice will not be attracted to this Colossus among signs.

ROYALTY AND THE REMINGTON.

Among the most recent royal personages who have accepted the Remington Red Seal as the typewriter standard, is the Grand Duke Michael of Russia, cousin to the Czar. This admits one more high title into the Remington family; kings, queen mothers, dukes, are already there—and, of course, presidents. This purchase was made by the Grand Duke for his own personal use. He took the greatest interest in the mechanical details of the machine which seemed to please his Highness immensely.

* * *

Among recent Remington users is the Viceroy and Governor General of India, the Right Honorable, the Baron Hardinge of Panthurst. In that country it is customary for His Excellency, the Governor General, to send a Letter of Appointment to the typewriter company which is elected to supply him with writing machines. This honor was recently bestowed upon the Remington Typewriter Company. This distinction would seem to be conferred upon that firm after a fairly well defined precedent; for, previously, the Remington Typewriter Company held a Letter of Appointment from the former Viceroy, Lord Minto.

* * *

The new Governor General of Canada, His Royal Highness the Duke of Connaugh, had his first correspondence, while in the new office, written on a number 10 Remington typewriter. The machine was used by Miss Hertz, the public stenographer at the Chateau Frontenac, Quebec. The secretary of the Duke of Connaught congratulated Miss Hertz on the quality of her work at its completion.

* * *

The highest among the royalty to do honor to the Remington typewriter recently is none other than the King of England, George V. The good ship, Medina, which carried His Majesty and Queen Mary to India for the Delhi Durbar also carried a No. 10 Model Remington typewriter for the use of the royal couple during the trip.

MODEL SAFEGUARDS IN REMINGTON FACTORY.

So efficacious are the methods employed at the Remington Typewriter factory at Ilion, N. Y., in the prevention of accident, that they are being studied and discussed and taught by various industrial organizations.

In Wisconsin the recently appointed Industrial Commission, headed by Prof. John R. Commons, has made the selection of thirty-one typical views of the kind taken in the Remington Works. These views are divided into three sets, each set, of course, containing a full number of the pictures. Two of the sets are on permanent exhibition at Madison and Milwaukee respectively, and the third is employed by the factory experts as a traveling exhibit throughout the state of Wisconsin.

Minnesota and New York have also asked for and received copies of the safeguards for permanent exhibit in their capitols.

ADDRESS WANTED.

Can anyone furnish us with the address of George C. Craven, formerly with the C. H. Elliott Company of Philadelphia?

Information on above subject will be appreciated by Office Appliances.

REMINGTON SIGN AT BRIDGEPORT, CONN.

Write Today for Our Book "Faultless Filing" and Exclusive Agency Proposition

Here at last is real vertical filing

—here is a file that is radically improved

—here is THE FILE that it will pay you to handle

The Multoplex Letter File

offers you the chance to replace inefficient letter files with the "old way" drawer, with our perfect file —the file with

Patented Metal Partitioned Drawers

Selling letter files has always been a hard game. Competition exceedingly keen. Files too much alike. Quality of finish the principal difference. No strong, compelling argument to swing business to you on the files you handle. No excuse to get out after new business. All this is changed with the advent of the Multoplex Letter File.

makeshift—put an end to ragged edged folders and torn and multilated papers—the result of too much cramming, too much "filing by force." Multoplex Files make file clerks more efficient and enlarge their working capacity. They also effect a large saving in drawer equipment.

The exclusive Multoplex Advantages Give you the Inside Track to the Filing Business of Your Town

MULTOPLEX

The Exclusive Agency for Multoplex Files

Multoplex Files effect true vertical filing. Put an end to sagging, packing and the slanting of correspondence every-which-way. The contents of a Multoplex Drawer are always upright and orderly—always easy to get out or put back. Multoplex Files do away with the follower block, always an impractical

is a chance which happens but once in a business lifetime. It will make your file department a big end of your business, if you get it. Write us today for full particulars regarding our agency proposition and and for our booklet "Your Questions Answered," giving the strong selling features of the Multoplex and telling you just the information you want to know about this vitally improved letter file..

Canton Manufacturing Co., 1404 E. Second St., Canton, Ohio

AULT & WIBORG OPEN SOUTHERN BRANCH.

Owing to the rapid development of their business and to the generally increasing commercial prosperity of the South, the Ault & Wiborg Company, the well known manufacturers of typewriter ribbons and carbon papers of Cincinnati, are now opening a new branch house in Atlanta, Ga., at 127-129 Central avenue.

The compafiy is now busy making shipments of a complete stock of typewriter ribbons, typewriter, pencil and pen carbon papers, as well as printing inks, lithographic supplies, etc., to the new branch in order that it may be able to meet all the requirements of customers.

George W. Luetzeler, who for many years has covered the Southern states as the representative of the Ault & Wiborg printing ink department, will be the manager of the new house, and Donald Woodward, who has been connected with the Ault & Wiborg Company for a number of years at the factory in Cincinnati, will be the assistant manager.

Harry Parrott, who has been in the ribbon and carbon line for the last twelve years, will continue to make regular trips throughout the Southern territory east of the Mississippi as an aide to the new Atlanta branch.

OHIO BURROUGHS MEN HOLD CONVENTION.

The Ohio sales organization of the Burroughs Adding Machine Company held a big convention at Columbus on the 2nd, 3rd and 4th of November. All of the Burroughs men from the Columbus, Dayton, Cleveland, Toledo, and Cincinnati offices and J. C. Russell and M. J. Sexton of the Wheeling, West Virginia office, were in attendance.

In addition the convention was attended by the following from the home office: E. St. Elmo Lewis, Advertising Manager; F. H. Dodge, General Sales Manager; William Earl Leever, Head of the Department of System Service, and J. C. Walker, and J. Allen Wheat.

The convention was one of a series of educational conventions being held under the direction of the Detroit office.

The salesmen in attendance were: W. H. Riggle, F. W. Michael, W. M. Pyle, T. S. Hoskot, E. T. Lockard, of the Cincinnati office; F. S. Crane, P. P. Gaylord, G. S. Bereny, C. L. Lozon, J. W. Perkins, B. A. Rheinstrom, H. L. Wilcox, H. D. Vaughn, W. M. Smart, of the Cleveland office; R. Dowdell, W. B. Abbott, D. T. Ellison, R. H. Trilck, of the Columbus office; C. H. Vorce and A. J. Weidenkopf, of the Toledo office; J. C. Russell and N. G. Sexton of the Wheeling office.

Concentrate all your thoughts upon the work in hand. The sun's rays do not burn until brought to a focus.—Alexander G. Bell.

MAKES INTERESTING RECORD.

Miss Ruth Hurfurth, the Smith Premier operator who won the second prize or bronze medal in the Novice Typewriting Contest at Madison Square Garden, New York, on Oct. 24, is a young lady of remarkable promise. Miss Hurfurth is a native of Waterloo, Ia., and is only fifteen years old. In the 15-minute Novice contest she wrote 1,219 words—the same number as did William F. Oswald, the winner—but lost on errors, making 45 errors to Oswald's twelve. Her net record in this contest was 65 words to Oswald's 77.

In the 30-minute Amateur contest, in which Miss Hurfurth was also entered, she made an even better net record than in the shorter Novice contest, achieving a net average of 74 words a minute. In the Amateur contest, however, she made eighth

MISS RUTH HURFURTH.

place, the leader, Gus. R. Trefzger, making an average of 98 words a minute.

Miss Hurfurth is an operator who will be heard from in the near future. If she maintains her progress she will make some of the leaders take account of her ability in coming contests.

MAN AND MACHINE WANTED.

The Western Typewriter Sales Company of Denver, Colo., desires the address of P. Weinert, who, they state, rented an Underwood typewriter from them—Model 5, No. 87,895—and, before the expiration of the rental period, departed for Kansas City. It appears that Weinert has forgotten to ship back the machine and has neglected to apprise the Western Typewriter Sales Company of his present whereabouts. The company desires information which will enable them to get back the machine. They would also like a few words of explanation from the person who took it away.

The word BANDLESS is just what it implies. No **Red** or **Brown** tapes to tie and knot, nor rubber bands to dry and rot. No **Catches,** nor **Hooks.** When sealed and closed is perfectly smooth.

The Closing Device is Out of the Way

The modern idea and it's a winner.

How it operates. What more to make a perfect envelope.

Notice how the clip works. Perfection.

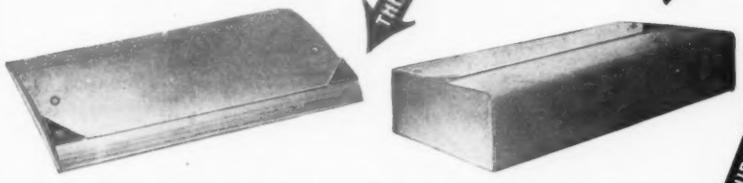
Nothing to Deteriorate—Non Wearing Adjustable and Expansive

No objectionable features.
Made in all desirable sizes.

THE CLIP THAT TURNED THE TRICK

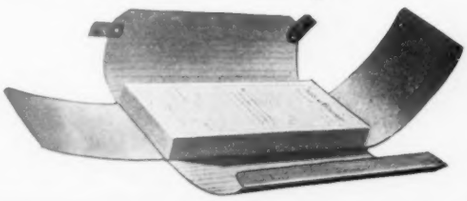
Modern Up-to-Date

THE CLIP THAT TURNED THE TRICK



Has the Instinct of a Clam
The Strength of an Elephant
The Culture of a Bostonian

THE CLIP THAT TURNED THE TRICK



OMAHA IN TOUR

Write for samples and prices.

The Smead Manufacturing Co.

Dept. C. Hastings, Minnesota, U. S. A.

IF you compare all multi-letter devices you'll surely buy the WRITERPRESS

Because you will find that the **WRITERPRESS** has all of the things you want—the widest range of usefulness, the greatest adaptability to your own business needs, the greatest simplicity and durability, the most economical operation and, considering all of these points, the most reasonable price.

The **WRITERPRESS** is, of course, primarily a multi-typewriter. It produces letters that you will accept as individually typewritten, at the rate of 8,000 to 10,000 a day. These are form letters without fill-in. But the **WRITERPRESS** and only the **WRITERPRESS**, will produce COMPLETE LETTERS filled in and signed in a second color, at the rate of 4,000 to 5,000 a day.

The **WRITERPRESS** prints from a flat form. These forms can be changed instantly. You can keep standing as many letters as you like—and yet any one of them is instantly available. Corrections are more easily made in **WRITERPRESS** forms than with any other multi-letter device—and you need not run letters ahead and run the risk of wasting a large part of them because of unforeseen changes.

You can print anything in the way of office forms, stationery, loose leaf catalogs, etc., on the **WRITERPRESS** with direct inking attachment and save half to three-fourths the printer's prices.

Yet with all these advantages the **WRITERPRESS** is mechanically simple It can not get out of order—it is safe in the hands of the office boy. Any boy or girl can operate it efficiently. It enables you to apply business building ideas at once and while it costs less than two typewriters it has the capacity of at least fifty.

Before you buy any multi-letter device be sure that you know all about the WRITERPRESS. Send today for WRITERPRESS letters and ask us to suggest some of the ways you can apply the WRITERPRESS in your own business.

THE WRITERPRESS COMPANY

Department C

SHELTON, CONN.

New York Sales Office—302 Broadway. Chicago Sales Office—203 S. Dearborn St.

DEALERS EVERYWHERE

WEST TEXAS FIRMS CONSOLIDATE.

On November first the Commercial Printing Company and the Office Supply Company, both of Abilene, Texas, consolidated and will conduct the combined business under the title of the Office Supply & Printing Company, with large ground floor offices and show rooms in one of the best locations in the city.

For a number of years past the Commercial Printing Company has had the only independent job office in this section of the state and on account of their exceptional facilities have built up a large and growing business. The Office Supply Company was started during the present year and was the only exclusive stationery and supply store in the city. Its business had grown very rapidly.

The new firm will have the only business of its kind on the direct line between Ft. Worth and El Paso and the business men of this section will greatly appreciate it. The location is ideal, as Abilene is growing fast and is already the buying center of a large surrounding country.

The new firm will install new fixtures, their stock will be considerably increased and very soon they will be in the best possible position to serve their customers with "everything used in an office." The business will be managed by A. H. Pike, who has had a number of years' experience as manager of an office supply business as well as branch manager of a prominent typewriter company previous to his locating in Texas. The printing department will be in charge of C. K. Fulwiler, its former proprietor, and two or more salesmen will cover the West Texas territory.

PRACTICAL INSTRUCTION IN CREDITS.

The St. Louis Association of Credit Men has gotten up a practical course of instruction on credit management. The opening date was Friday evening, November 3rd. This course is given under the auspices of the Ralph Sellew Institute of the St. Louis Y. M. C. A. The tuition fee for the full course is $15, the course comprising sixteen lectures. Lecture No. 2, given on Friday evening, November 10th, was entitled "The Credit Department and Its Equipment," and the lecturer was F. W. Risque, who is well known to loose leaf men throughout the country and to readers of Office Appliances.

The course includes the following subjects: "A Credit Man," "A Credit Department and Its Equipment," "Credit Department Methods in a Wholesale House," "Credit Department of the Modern Bank," "Retail Credit," "The Bases for the Legitimate Extension of Credit," "The Sources of Credit Information," "Analysis of Credit Information," "The Financial Statement and Its Analysis," "Collections and Collection Methods," "Credit and Economics," "Money and Credit," "Credit and Banking," "The Clearing House," "Public Credit and

Our Credit Currency," and "Capital Credit," which is the last lecture of the course.

A list of reference books is given in the advance announcement. The Advisory Board includes members and credit managers of a large number of leading concerns in St. Louis.

MURPHY CHAIR CO. OPENS CHICAGO OFFICES.

The announcement of the opening of a Chicago salesroom by the Murphy Chair Company, at 1326 Michigan avenue, will be received by the furniture dealers of the country as marking a new era in the already successful career of an old and well-established concern.

With the opening of its fortieth year in business, this company still maintains its progressive policy, and is placing before the furniture trade a new and exclusive line of high grade office furniture.

Previous to this time, their plant at Detroit has been practically devoted to the manufacture of household chairs, ranging in grade from the common kitchen chair to the high grade rocker. Realizing, however, the increasing demand on the part of the buyers for a high grade of office chairs, the company's designers set to work to produce a product that should, in every respect, live up to the Murphy standard of quality.

After much work, the line has been completed, and is to be placed on exhibition during the market season at the company's new branch, where it will be shown for the first time. In addition to this new office line, the household furniture buyers will find new patterns in reed and fiber goods that have been especially designed for the higher class of furniture trade.

In opening up a new branch much depends upon the man in charge. He must not only be familiar with the inside of the business, but to be successful in the broader sense, he should also have the selling ability, which will enable him to meet buyers and intelligently answer their questions.

The company proved its ability and judgment in this matter when they delegated Frank Standart of the factory organization to take charge of their new branch.

Mr. Standart has been connected with the Murphy Chair Company for years, having sold goods on the road and later served as their traffic and advertising manager at the factory.

He is well known by the men in the furniture business, and his friends predict a successful career for him in Chicago.

The company is extending to all other manufacturers, their buyers, and designers, a most cordial invitation to call on them at 1326 Michigan avenue and to inspect closely the variety of designs and patterns exhibited in the new lines they are putting out.

Welcome is that visitor who appreciates the value of another's time.

EVERYWHERE

NORTH

WEST

1911 MODEL—No. 12

EAST

SOUTH

Hammond Typewriter

The Only Polyglot Typewriter

OVER 35 LANGUAGES
ON ONE MACHINE

THE HAMMOND TYPEWRITER CO.

69th to 70th Streets and East River

New York, U. S. A.

You can get a string on the largest and best equipped rubber factory in the world and draw from its storehouse of experience and skill much assistance that will help you in your platen business.

WE have gone through the mill in all that pertains to the manufacture of platens for typewriters and adding machines, and have left the land of guesswork far behind.

Today Goodrich Platens represent the highest development of one of the most interesting and difficult phases of rubber manufacture. Why not give us the opportunity to tell you in detail more about this product and the qualities that speak for increased service and perfect work?

Our booklet entitled "Goodrich Platen Service," telling how to store, grind, and care for platens, will be gladly sent free to all who ask for it.

The B. F. Goodrich Company
Akron, Ohio
Branches in all Large Cities

WILL PUT UP REBUILDING PLANT IN LONDON.

L. H. Perry, for years connected with the American Writing Machine Company, and lately foreign representative of the Victor Typewriter Company, sailed on the Mauretania on November 22nd, in company with Geo. A. Garfield, treasurer and general manager of the American Writing Machine Company, for London. Mr. Perry will have full charge of the new rebuilding plant of the American Writing Machine Company, Ltd., to be established in that city. Mr. Perry has a host of friends in England and the Continent who will be pleased to learn of his new undertaking, and wish him success in it.

The growth of the American Writing Machine Company's business all over the world has been remarkable. Demand for rebuilt machines is steadily increasing, and the company is expanding its facilities to meet this increased business.

WATERMAN CHRISTMAS ADVERTISING.

The L. E. Waterman Company is getting out some strong Christmas advertising, playing up the advantages of the Waterman "Ideal" fountain pen as a Christmas gift. A folder recently sent to the trade lists the names of 77 newspapers and popular periodicals in which this Waterman advertising is being published. Besides this list, the company is using other leading newspapers in all parts of the country for black and white space, and is using space in 22 newspapers printed in foreign languages.

The folder referred to has an attractive blue and white cover, and in addition to the list of principal publications in which the company's Christmas advertising appears, shows reproductions of some of the more attractive and successful advertisements which are being used in this campaign. These advertisements are all electrotyped, and the company will furnish any one or more of them to any of its dealers free upon request.

AGENCY FOR OFFICE SUPPLIES.

A well known business man in France informs an American consul that he would like to have the exclusive agency for any large American manufacturing firm that would like to sell up-to-date office supplies. He has already occupied himself extensively for a French house manufacturing office equipment, including metal filing cabinets and the like. He would also take an agency for any patented article, such as calculating machines, typewriters, etc., which has been favorably received in the United States and for which he could have the sole representation in that territory. It would seem a favorable opportunity for an American manufacturer in the lines indicated desirous of extending trade in the particular locality, or in France as a whole, to enlist the services of a trained salesman.

Manufacturers who are interested may obtain the name and address of this person by addressing the Bureau of Manufactures, Washington, D. C., and mentioning file No. 7503.

NEW BRANCH REMINGTON OFFICE AT CHRISTIANIA, NORWAY.

Another country has been added to those already having direct branch offices of the Remington Typewriter Company, for recently they have opened up a new branch in Christiania, Norway, situated at 6 Kirkgaten.

This recent extension on the part of the Remington Typewriter Company adds the tenth European country included in their direct branch office organization, the others being England, Scotland, Ireland, France, Spain, Portugal, Belgium, Holland and Sweden. In opening up this new

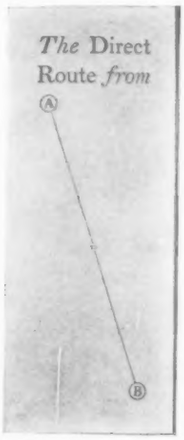
J. A. OAKLAND.

branch office the Remington Typewriter Company again appears in its familiar role of pioneer, as it is the first company to establish its own direct branch in Norway.

The accompanying picture is that of J. A. Oakland, the manager of the new office. Mr. Oakland is an Englishman with a wide business experience. After serving the Choralion Company of Berlin, Germany, for three years, during which time he was graduated from Commercial college, Mr. Oakland entered the employ of the Iver Johnson Arms & Cycle Company of Fitchburg, Mass., with which concern he spent nearly seven years. Subsequently he had a most valuable experience in the office supply line while connected with the Ro- Company of London, Paris and Stockholm for five years.

His career, it is quite apparent, has been that Mr. Oakland is well qualified for

How to *increase sales* and



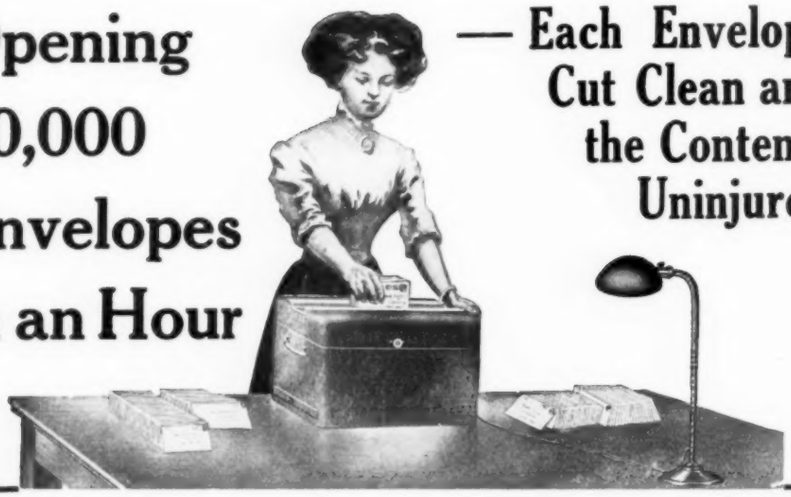
profits confronts every business concern

THESE are the two great business problems. Solve them, and complete business success is accomplished and will be continued. Disregard them or have a weak policy, and failure results. We are vitally interested in promoting sales and profits for all lines of business industry. We do not pose as business benefactors, yet through our method we have the distinction of having contributed to general business success and continued prosperity. Having greatly benefited the business world, originating and making it possible for hundreds of concerns to enter the field of circular-letter advertising, it goes without saying our method will greatly benefit the individual—*YOU.* We have issued a booklet on ***Direct Route Advertising,*** the short-cut way of dealing directly with the consumer—the surest and most economical way. This booklet may be worth many hundreds or thousands of dollars to you in its application. ***Free for the asking.***

A. B. DICK COMPANY

Chicago BUSINESS BUILDERS New York

Opening 20,000 Envelopes in an Hour — Each Envelope Cut Clean and the Contents Uninjured



The Rapid Mail Opening Machine

Saves 90% of the time that has heretofore been necessary to open incoming mail

Waiting for the mail to be opened, wastes the most valuable time of the executives in all businesses. Many machines have been invented to save the time of clerks and manual workers—but the appliance that saves the time of high salaried brain workers has the greatest value to business.

Think what it means to make the opening of the most voluminous mail the work of a few minutes for just one clerk—instead of an hour or so for several clerks.

The saving of clerical labor in a month or two will pay for the RAPID OPENING MACHINE—but no calculation can fully estimate the value of executive time saved and business gained by the dispatch in handling correspondence when the RAPID MAIL OPENING MACHINE is used.

Business men are invited to write for catalogue and full particulars.

High grade salesmen and dealers wanted in a few territories.

The Rapid Mail Opening Machine Co.
(Not Inc.)
58-60 West Washington Street, Chicago, Ill.

Sell to the Trade Only

We have a very large assortment of all makes of typewriters on hand. For the summer months we are going to offer these machines at very attractive prices, and it will be an advantage to all dealers to buy these machines now at prices we can offer.

Write immediately for our latest price list.

B. D. Underwood Typewriter Exchange
170 W. Randolph St. Chicago, Ill.

the details of the work of his new position.

The new branch office in Christiania, being the first direct typewriter branch in Norway, has aroused much local interest, and every indication points to a successful career of this, the youngest of the Remington Typewriter Company branches.

SKETCH OF A VERSATILE ONE WHO MAKES GOOD.

Harry Bates, who has assumed new duties at the New York executive offices of the Underwood Typewriter Company, working directly under General Sales Manager J. E. Nearh, and becoming the editor of the Underwood "News," the official paper of the organization, is a rare thing in the typewriter business. He is an experienced newspaper man, a successful typewriter manager, a private secretary and an inventor rolled into one. He has made good in all these different branches, and is known as a live proposition as well in one as in all the other businesses. He has been known all over the country as closely identified for years with many of the governors and public men of New York state.

When he was seventeen years old, Bates, in 1888, began business in the legislature at Albany as an assistant stenographer and typist to William Loeb, Jr., then official assembly stenographer, since private secretary to former President Roosevelt, and now collector of the port of New York. In 1889 Mr. Bates joined the Albany Evening Journal staff, and cut his eye-teeth as a cub reporter, in 1894 being appointed on the New York Herald staff as Albany representative, assisting Harry Brown, now Washington correspondent of that paper. During the years up to 1896, Mr. Bates did general legislative newspaper work on the New York Herald and on the old United Press. In 1896 Timothy L. Woodruff, then a new Lieutenant Governor of New York state, took Mr. Bates from the Albany newspaper crowd and made him his private secretary. In this position Mr. Bates remained for four years until 1890 when he again went with the New York Herald. In 1902 he became a Smith Premier typewriter manager with the eastern section of New York and part of Massachusetts under his jurisdiction. In this service he made and held records until he severed connection with that company in 1907. Then he invented what is now generally known as "Underwood Pay Stations"—devices which, attached to typewriters, enable the public to obtain the use of machines for intervals of half an hour. Mr. Bates organized the method of operating the machines in the Underwood branch office cities as the head of one of the Underwood susidiary companies. When the machines were transferred to branch offices, he went with the company in a general capacity until a short time ago when, as editor of the Underwood "News," he assumed a position directly under that hustling general sales manager, J. E. Neahr. The "News," one of the most ambitious house organs in the world, already shows earmarks of the true news-

paper man's editorial instinct, softened by judgment and experience in other fields. Under Bates' direction the Underwood "News" is going to be the real thing in house organs. Bates "stuff" is good. We've had some and, thank goodness, we didn't have to edit it. Here's to Bates and the "News." Long may they wave!

A REMARKABLE CATALOGUE.

One of the manifestations of the fact that stationers are beginning to appreciate that the term "stationer" has been outgrown and that the field has vastly broadened is shown by the recent catalogue of the Woodrow-Bradley Company of Cincinnati. It is frankly an office equipment catalogue, and is so named. It contains 400 pages filled with illustrations and descriptive text, prices, etc. A two page index in fine type completes the work. It lists goods of every character for the office, from safes and office furniture to pencils and steel pens. Many pages are devoted to loose leaf and bound books, inks and adhesives, inkstands, postal scales, letter trays, files, rubber stamps, office furniture—in fact, the entire gamut of office equipment is covered, except as to the heavier office machines, such as typewriters, etc. Several stencil duplicators are listed, also the Edison Business Phonograph, a full line of typewriter supplies, etc.

The Woodrow-Bradley Company is one of the most progressive houses in the business and their new catalogue is evidence that they do not intend to be caught napping at the switch.

SALES MANAGER FOR BUSINESS BOURSE.

W. Young Robinson, who for some years was sales manager of Sunlight Soap (which in the British Empire is as famous as "Ivory" is in the United States) and who has for some time represented the selling end of the Stephen T. Williams Company, system and efficiency engineers, has just been made sales manager of the Business Bourse, New York.

In addition to the two reporting services issued by this concern (one on system, edited by H. S. McCormack, and the other on selling and advertising, edited by J. George Frederick, who resigned the managing editorship of Printer's Ink some months ago to start it) there will be opened a permanent advertising exhibit.

For several years a large permanent exhibit of office equipment has been maintained at the Bourse, and once a month general invitations are issued to view it, although it is open to the public every business day of the year.

The new advertising exhibit will cover the subject of papers, art work, printing, novelties, selling and advertising forms and systems, signs, window display materials, auxiliary advertising, etc.

It would not do for the world to grow so wise nobody would understand it.

SPEED ACCURACY AND DURABILITY

Are the Features in a Typewriting Machine that satisfy after all

The Victor escapement is so arranged that it can be adjusted in a moment for the highest speed possible.

Wide bearing typebars, which carry the type to the printing point, give the work done on a Victor that cast of perfection which always attracts a second look of admiration.

The perfect poise and finish of all the working parts of the Victor are a guarantee of long and hard service.

Send today for a Descriptive Catalogue of the No. 2 Model.

Victor Typewriter Co.

812 Greenwich St., New York

RULERS and CLIP BOARDS

THE STANDARD LINES

For SCHOOL, OFFICE and STATIONERS' TRADE
We manufacture complete lines in all sizes and finishes

SEE OUR NEW 63 SERIES CRYSTAL FINISH RULERS FOR 1912

The handsomest and best made line of Rulers offered to the trade

New Descriptive Price List ready January 1st

WHY DON'T YOU USE RULERS TO ADVERTISE YOUR BUSINESS?

They are received with favor by your customer and are kept, a permanent reminder, on his desk.
We have the most attractive lines in America.

American Manufacturing Concern, Falconer, N. Y.

Established 1892 **Incorporated 1910** **Suburb of Jamestown**

Correct Proportions

are as necessary to a man's office furniture as good tailoring to his business suit. A man buys made-to-measure clothes because he knows their fit and perfection of detail carry weight with his clientele—he would lose dignity and personality in a ready-made imitation of tailored clothes.

You want to sell the business men of your community office furniture that will enforce the dignity and vigor of their personalities. Cheap copies of good designs will not do this—it requires the work of skilled designers and the careful workmanship that follows instructions down to the smallest fraction of an inch.

Stow & Davis Business Tables and Suites have absolutely correct proportions between all the demensions—an exact balance between the size and thickness of the top and stretcher and the diameter of legs and pilasters that strikes a man at a glance as being just **right.**

There's a style and a price to fit every need. There's a fine catalog for the asking, or you can see our complete exhibit in Grand Rapids in January, on the 4th floor of the Blodgett Building.

Stow & Davis Furniture Company

Grand Rapids, Michigan

No. 1058

Office Chair Comfort

is essential to the accomplishment of the maximum amount of work whether it be for the stenographer or president.

The Back Resters of the McCloud office chairs eliminate the restlessness which destroys efficiency.

Dealers who handle McCloud chairs see the difference in an increasing volume of business.

Let us send you catalog 13.

The Davis Chair Company

Manufacturers

Marysville, - - Ohio

THIS TRADE MARK ON EVERY CHAIR

THIS MEANS YOU!

Reprinted From Byck's Broadside for November, Published by the M. S. & D. A. Byck Company, Savannah, Ga.

A casual survey of the commercial field in Georgia and South Carolina reveals some startling truths.

In the homes of buyers, in both city and country, we find mail-order-house catalogs galore. Yes, yes; that **is** history to you, more's the pity.

You might find refuge for your indolence in the justification that the big mail-order houses are backed by very large operating capital, and can afford to make big investments in thorough advertising campaigns.

Ah, yes; but how about the Jim Crow, one-horse, upstart mail-order houses in a half-dozen northern cities, whose only capital is their unlimited gall and insight into the economical retail-commerce problems?

They are waxing strong in selling power and fat financially off the sleepy, mutt-headed Georgia merchant. Not off the consumer. Oh, no! It is you who are the victim.

It has been given to you to look after the wants of the Georgia consumer, and you have fallen asleep at the switch. You have supinely lain both your selling hand and the Georgia buyers' hand on the block of indifference, and permitted the wide-awake mail-order headsman to whack off enough of your business anatomy to add a cubit to his and diminish your prosperity stature.

He makes the United States government sell his goods, and you still handicap yourself with the kindergarten idea that business is local.

Local devil! There is no such thing as local business. Business is universal. Its bounds and limits are those which you yourself create. Neither nature nor organized society ever made a law to restrict your legitimate operations. You can sell merchandise to the inhabitants of Mars if you are equal to the problem.

Your field of selling operations is limited by an imaginary line. Forget it! Brush away the cobwebs of somnolence. Awake! Reach out. Smite the interloper coming and going. Stop this tide of gold that's flowing northward. Preserve the credit of the trade balance on your side of the book.

Talk and Resolutions will never do it. It requires Action. In this case a double action. Cease buying, for yourself; and discourage, ridicule, and shame your relatives and friends from buying retail merchandise out of northern mail-order catalogs. That's the prime essential. You think your Southern dealer will gouge ten cents more out of you than the northern dealer will, and you sell your birthright for a mess of dimes.

You know what happened to the dog who reliquished a substantial possession for a shadow. Sure he went hungry!

Let the Southern dealer gouge you for the present if necessary. You'll correct that evil by and by. What is of far more

concern to you is to turn the tide of gold.

After setting yourself in fortitude to make any lesser sacrifice to accomplish make any lesser sacrifice to accomplish this object, you will begin an early house-cleaning. First throw the Jonah overboard. Commence with yourself, too; don't forget that.

Then make a mighty resolve that if there is to be any mail-order selling in this department of creation you will do it yourself. If you don't do it, your picture is eternally doomed to a very inconspicuous niche in the gallery of never-wasers and never-will-bes. The other fellow has beaten you to it. But you have an advantage over him. You are natural heir to Southern trade; he is a parvenu, and he is already on the defensive. Wallop him—morning, night and noon—with the big mitt of home industry. Slam him in his catalog slats, and reduce his vital wind—the orders. Get the orders yourself; that's how.

Educate these, your people, to a realization of the danger that lurks in this siren song, the catalog of the mail-order house, is singing in their ear.

REMINGTON ADVERTISING CARRIED BY AERIAL POST.

The officers of the Remington Typewriter office in New York were the recipients, recently, of post cards bearing the greetings of the Remington office in London, England.

The post cards in question were carried by the first United Kingdom Aerial Post. The Remington Typewriter London office despatched some thousands of these cards to their customers in the United States by this post, a promise having been secured from the promoters that the Remington mail would be among the very first to be conveyed by aeroplane from Hendon to Windsor.

In nearly every case those who received the cards are keeping them as souvenirs of the important event which was so advertised in the British papers.

That the people who received the cards fully appreciated their value as mementoes is evidenced by the number of letters received by the Remington Typewriter Company expressing the thanks of those to whom they were sent.

OPENS FOREIGN BRANCHES.

Thorp & Martin Company of Boston have recently made arrangements to open branches in Spain, New Zealand and the Philippine Islands. The company will be able to announce at a later date the addresses of these respective branches. This is a continuation of the policy of the Thorp & Martin Company to extend the facilities for distributing typewriter parts and accessories as widely as possible.

He who buys what he does not need will often need what he cannot buy.

The Bench of the Skilled Workman

Have you the honor to be called a "skilled workman?"

If you're the sort of business man whose time and brains count greatly for dollars to yourself, or to somebody else—then you are a "skilled workman."

And to the "skilled workman," his bench—holding the tools he works with—is a matter of vital importance.

Your desk is **your work-bench.** Has it been chosen with care—with forethought?

Does it second your efforts—conserve your time and your resources—**help** you in your work? We offer you—

The Desk With Brains

It is exactly **fitted to your needs**—no matter what they are. Because "The Desk With Brains" is made up of fractional sections—over 8,000 different combinations.

You, yourself, select the combination suited to your purpose—from a chart which we send you showing these various combinations.

The sections are interchangeable fractional sections—B-M Quality "Cabinettes"—which the dealer has always in stock.

So, as the character of your work varies, these sections may be changed to fit your new requirements. Thus you have **always** under your hands **the perfect work-bench**—the expert helper—"The Desk With Brains."

Write us today for our new book describing "The Desk With Brains" in its many combinations. We send with it the chart mentioned above. Both postpaid, free of charge, by return mail, on receipt of your request.

B-M Quality Filing Furniture is the Complete Line

It includes standard size Horizontal and Upright sections, Fractional Sections (Cabinettes), Solid Cabinets; Correspondence, Desk and Card Trays; Transfer Cases; Folders; Cards and all other Filing supplies.

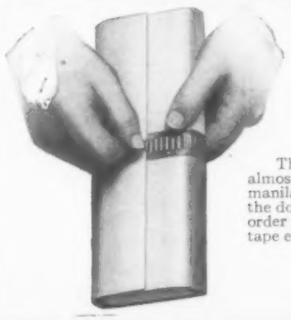
Dealers. If in position to consider an "Exclusive Agency Proposition" with great possibilities, write us today. B-M Quality Filing Furniture is being extensively advertised in Saturday Evening Post, System and other magazines read by business men.

Address—

Browne-Morse Company

112 Hovey Street **Muskegon, Michigan**

Branches: NEW YORK CITY, 82-84 Fulton Street; PHILADELPHIA, 707 Arch Street; BALTIMORE, 109 N. Frederick Street; WASHINGTON, Cor. 11th and F. Sts.



The "Steel-Tye" Expanding Envelope

It holds equally well one paper when flat, or one hundred papers when expanded. It fastens instantly **just where you want it to fasten.**

No Tapes, No Strings, No Rubber Bands

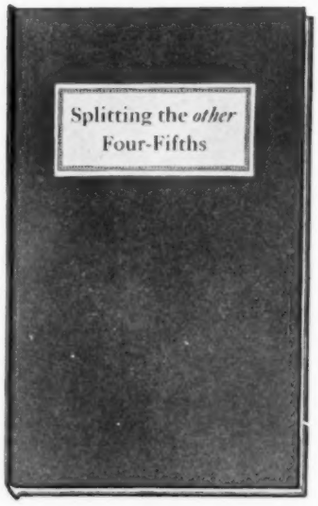
The fastening device is made of flexible steel which cannot break, yet fastens almost automatically and will not come open. The Envelopes are made of manila and red "Leather-like" rope stock of great strength, and in all sizes from the document size 9½x4 inches to the cap size 15x9 inches. Other sizes made to order promptly. The "Steel-tye" Envelopes cost no more than the old style tape envelopes. Write for particulars.

George B. Graff Company

294 Washington St., Boston, Mass.

This is not a book to be sent out broadcast

Its publication incurred considerable expense and therefore we wish it, as far as possible, to reach only the men for whom it was intended —officers, directors, business managers, office managers and purchasing agents. In spite of the fact that it is frankly an advertising book, it is a book that you will keep even after you have installed the equipment which it advocates—



The Edison Business Phonograph

for the Dictation of Correspondence

Voltaire says: "The way to be uninteresting is to tell it all." This book does not tell it all. We do not *know* it all. Perhaps we do not know your individual problem, for instance. But we *do* know our subject as set forth in this book, which, we firmly believe contains many facts important to you and your problem.

There are copying machines, addressing machines, envelope sealers and stamp stickers, all of which save their cost times over in stenographers' and office boys' wages, but it is the Edison Business Phonograph that conserves the time of your high-salaried men.

We will regard it as a favor, if, in sending for this book, you will use your business letterhead and state the position which you occupy with your firm—thus assisting us in avoiding useless waste.

TO DEALERS AND SALESMEN

The Edison Business Phonograph is the biggest thing in business appliances today. Offices large and small in all parts of the country are your field. If the one big opportunity never knocked on your door before, here it is. There are still openings to be had with dealers handling the Edison Business Phonograph, or we offer efficient co-operation to men with small capital and full confidence in this big money making proposition and who want to take advantage of this opportunity to start in business for themselves.

THOMAS A. EDISON, Inc., 205 Lakeside Avenue, Orange, N. J.

NORTH AMERICAN SUPPLY CO. REORGANIZES.

Well Known Columbus Concern Enlarges Scope of Its Activities.

ANNOUNCEMENTS were sent out to the trade early in November giving important information regarding a recent move by the North American Supply Company, 28, 30 and 32 North High street, Columbus, O. This statement was to the effect that the company, which is well known to the trade, had undergone a reorganization with the intention of greatly enlarging the scope of its activities. The capital stock of the company will be increased from $25,000 to $100,000. The following list of officers has been elected: President, H. E. White; vice-president, B. R. Barnes; secretary, William H. Schlackman; treasurer, Erie H. Rice; general manager, A. A. Bratton. All of the foregoing gentlemen are well known and prominent in the business activities of Columbus, and the energy, experience and prestige which they bring to the enlarged and reorganized North American Supply Company will mean success in a large way for the affairs of that thriving concern.

The North American Supply Company was organized in March, 1907, as a mail order house. It is now catering to the general trade. Its business is confined to the sale of office specialties and its customers are to be found in all parts of the United States and in foreign countries as well. The company owns, controls and manufactures a number of popular specialties. The manufacturing facilities will be enlarged and many specialties will be added to the line, plans and patents of which are now owned by the company.

In addition to the lines owned and manufactured by the North American Supply Company, that concern is likewise exclusive representative in Central Ohio for nine of the leading office appliances manufacturers and for two of the best known office furniture lines.

The company occupies nearly all of a four-story building in the best business section of the city of Columbus. This building has been equipped with a new front, and the space set aside for the retail department has been remodeled and improved. New and up-to-date store fixtures have been installed, making the store one of the most attractive of its kind in the state. A new free service systems department has been added, which is under the management of experienced accountancy and system experts, who will inform and advise customers regarding suitable bookkeeping and filing systems appropriate to their respective requirements.

The company states that its office appliances department will carry a large and varied stock, and that, in effect, it will be a sort of continuous business show for the citizens of Columbus and its environs.

The stationery department is under the management of E. H. Rice, treasurer of

the company, who has had many years of experience in the stationery line.

The outlook for the North American Supply Company, with its greatly increased capital and facilities and the strengthened personnel of its organization, is very bright indeed, and it should cut a wide swath in the office appliances activities of the central states.

AN ERROR CORRECTED.

Somehow in getting up the November number of Office Appliances in that part where the new officers of the National Association of Stationers and Manufacturers were given and where especial care is taken as to accuracy, we managed to put the name of our esteemed friend, W. H. Kistler, of Denver, in the place which should have been occupied by our equally esteemed friend, Robert D. Patterson of St. Louis. It was Mr. Patterson and not Mr. Kistler who was elected third vice-president of the Association.

Robert D. Patterson is manager of the stationery department of the Buxton & Skinner Stationery Company of St. Louis, and there isn't a more wide-awake, up-to-date, all-around stationery man in this section of the country than Rob. Patterson. He is a worker, a strong association man, and he is on the square in all the relations of life. He deserves all the honor and responsibility the Association can give him, now as well as in the future.

R. D. PATTERSON.

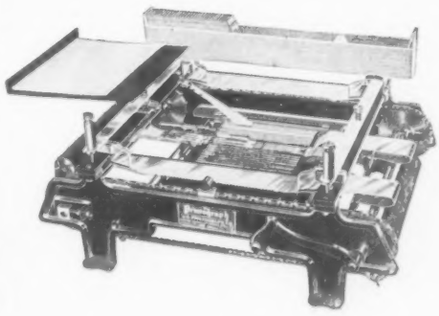
ADDRESS WANTED.

Information is desired as to the present whereabouts of F. M. West, formerly in the typewriter repair business at Amarillo, Tex., and more recently reported to be in Chicago.

Information should be sent to Office Appliances.

THE PRINTOGRAPH
MULTIPLE TYPEWRITER

The Printograph way—is the *direct* way to increase *your* sales at minimum expense



YOU KNOW THAT A LETTER SENT TO YOUR PROSPECTS OR CUSTOMERS THAT PRESENTS THE APPEARANCE OF BEING A DICTATED, TYPEWRITTEN, PERSONAL APPEAL, WILL PRODUCE RESULTS.

¶ The Printograph Multiple Typewriter is the only multiple letter machine on the market that will produce a complete letter from date to personal pen signature AT ONE OPERATION.

¶ Every letter pulls because it goes straight to the mark, and commands attention. The recipient believes he is getting a personal letter, and not the ordinary kind which shows plainly the characteristic earmarks of a circular.

¶ You pay little attention to circular letters, and yet such letters are probably sent to your own mailing list, overlooking the fact that the waste-basket is yawning for just such material.

¶ THE PRINTOGRAPHED LETTER IS A POSITIVE BUSINESS GETTER because the name, address and salutation is typewritten at the same time the body of the letter is written, and through the same ribbon, insuring a perfect match.

¶ The Printograph operating on the same principle as your typewriter produces, a REAL TYPEWRITTEN LETTER.

¶ The Direct Inking Signature Attachment of the Printograph reproduces your personal pen signature perfectly. Result—a typewritten, personal appeal from date to signature produced at one operation at the rate of 5,600 per day.

¶ Without the Addressing Attachment, THE PRINTOGRAPH HAS A SPEED OF 4,000 PER HOUR.

¶ The Automatic Typesetter will enable your operator to set up a form with a speed equal to a line a minute.

Free demonstration in your office without obligations on your part. *Write us for full particulars.*

U. S. Printograph Company,
Home Office, La Crosse, Wis.

Branch Offices in All Principal Cities.

Our Construction

"Reasons Why"

YOU need look no further for the best in office chair construction. Aside from the excellence of design, and superiority of workmanship and material, B. L. Marble Office Chairs are more durable than others and repay the purchaser in years of efficient service.

¶ The above illustration shows a bottom view of our new base with the bottom plate removed. The fillers, driven into dovetail grooves, give bracing to the base feet which has been lacking in chair bases heretofore.

¶ This construction covers the unsightly cast iron hub, and gives a finished appearance, impossible in old style base construction.

¶ If you attend the furniture exhibition at Grand Rapids next month, you can not do better than visit our exhibit and carefully examine this feature which is found on all B. L. Marble Office Chairs.

¶ Send for catalogue today, and be convinced of the merit of B. L. Marble Chairs——the best, whatever the price.

Old Construction

THE
B. L. Marble Chair
COMPANY
BEDFORD, -:- OHIO

Have You Considered the Advantages of the

SIMPLEX LETTER OPENER

Opens Mail Rapidly and Accurately

Attested by thousands of satisfied users in this country and Europe.

Regular Envelope Size. Price **$5.00**

Large Envelope Size. Price **$7.50**

The most up-to-date Office Specialty now on the market

Simplex Letter Opener Co., 258 Broadway, New York or **Simplex Letter Opener,** G. m. b. H. 72 Motz Street, Berlin, Germany

Dealers and Agents write for special proposition

CHICAGO OFFICE FOR REPUBLIC-DODGE CO.

Du-Ra-Bul and Republic brand typewriter and duplicating machine ribbons will be sold in Chicago in future by the firm of Mead & Wheeler, 180 North Dearborn street.

The deal whereby Mead & Wheeler became Chicago agents for the Republic-Dodge Company was closed during a recent visit made by Dr. Dodge to Chicago.

The firm of Mead & Wheeler is well-known in the office specialty and supply game. For several years they have handled the Macey line of filing cabinets and supplies.

Mr. Mead, senior member of the firm, was connected for 14 years with the Library Bureau as a salesman, and is a pioneer in the card system business.

Mr. Wheeler was also for a number of years connected with the Library Bureau as a salesman, and was later associated with the Macey Company of Grand Rapids, Mich.

This firm is also a large distributor of typewriter ribbons and carbon paper, and have made rapid strides in the field in the last few years. I. R. Johnson, who has had a great deal of experience in the manufacturing, as well as the distributing end of the lines, has charge of this department.

Another well known street salesman who is employed by this firm is Al. L. Daly, who has had a number of years' experience on systematizing and adaptation of card classification work.

Mr. Mead and Mr. Wheeler are both on the street selling their lines, and both are firm believers that if an order is worth getting it is worth going after.

A PERMANENT INK.

Davids' Signature Ink de Luxe is said to be absolutely permanent. It has been put on the market because one of the judges of the Supreme Court made a statement that there were thousands of valuable documents fading out because they were written with inks that would not last. He also asked the question at the time whether the manufacture of permanent inks was one of the lost arts, and stated if it was not, some reliable ink manufacturer had a fortune awaiting him.

The old firm of Thaddeus Davids Company immediately set their chemist to work and the result of their labors was this Signature Ink de Luxe. This is recommended for fountain pens, stylographic pens, steel pens, and all others . It flows freely, will not clog, and is permanent. Such an ink should be an article of interest to every dealer handling products of this nature and should mean a source of added revenue.

The Hammond Typewriter Company on October 5 declared dividend of $1,450 a share on their stock, the par value of which is $100. This is certainly sufficient evidence of the standing and prosperity of this well known company.

A VETERAN EXPORTING HOUSE.

The firm of Melchior, Armstrong & Dessau, 116 Broad street, New York, is one of the best known exporting houses in the United States, and is also one of the oldest firms in the business, having been founded in 1795. During its long and successful career this house has become noted for its success in placing American specialties and novelties in foreign countries. They are the sole exporters of the Evinrude motor which can be attached to row boats and have achieved astonishing results with this device in the markets of the old world. They handle many other specialties in which their success is no less emphatic.

Melchior, Armstrong & Dessau invite correspondence from office appliances manufacturers who desire to place goods upon European markets.

KEEPS PENS UPRIGHT.

"Penup" is the title of a simple but useful little glass device which holds a fountain pen on the desk with point upright, as shown in the cut. "Penup" keeps pen in

"PENUP."

sight and prevents the ink from drying on the pen.

It will hold all fountain pens with caps ½ inch or less in diameter, and is also useful as a paper weight.

"Penup" is manufactured by W. M. Webb, 130 West Penn street, Germantown, Philadelphia, Pa., who will be glad to quote terms.

BUSINESS COLLEGE CHANGES NAME.

The Shelby Business College of Shelbyville, Ill., has recently changed its name to Sparks Business College. This was done at a meeting of the faculty and students of the school late in October. The change in name was brought about to differentiate the college from a chain system of business colleges. The Sparks Business College is an independent institution without affiliation with any other school. Another reason for the change was that the founder and proprietor of the school, H. D. Sparks, has made a great success of his work and it is only proper to name the college for him. This, at the same time, serves to avoid confusion in the delivery of mail.

Our character is our will, for what we will we are.—Archbishop Manning.

TYPEWRITERS

ARE THOROUGHBREDS

No other typewriter built—regardless of any claims made—is the equal of the new Fox Visible Typewriter, either in the material used or in workmanship or in the number and convenience of its special features. There are many good typewriters being built and sold, but we claim for the new Fox Visible Typewriter that it is **better than the best of these**, and that its automatic features combined cannot be found in any other typewriter.

It has a Tabulator, Back Space Key, Two-Color Ribbon with Automatic Movement, both Oscillating and Reversing, and Removable Spools, Interchangeable Carriages and Platens, Card Holder, Stencil Cutting Device, Variable Line Spacer and Line Lock with Key Release. Its speed is fast enough for the speediest operator or slow enough for the beginner. It is extremely Durable and almost Noiseless.

SENT ON APPROVAL AT OUR EXPENSE

Simply sign your name to the coupon and give us your address—a catalog will then be mailed you. From the catalog select the equipment wanted—style of type, width of carriage, color of ribbon, etc.—and a Fox Visible Typewriter will be sent you at once, *express charges prepaid*, on ten days' free trial. After trial you can make a small cash payment and pay the balance monthly. Simple and easy, isn't it? And safe, too.

*Date*_____ *19*__

FOX TYPEWRITER CO.,
3112-3122 Front St.,
Grand Rapids, Mich.

Dear Sirs: Please send me a copy of your catalog and write me prices and terms on the new Fox Visible Typewriter.

*Name*_____

*Address*_____

*Business*_____ H 33

STERLING ERASERS—OVER 50% SAVED

are a German Silver Shell containing a thin, flat Eraser which is fed forward as it becomes worn. Best for ink or typewriter. Always sharp and always clean. Will not cramp the fingers. Can be used as a line finder on note-book or manuscript and has other desirable features. Agents wanted everywhere. Write for circular and prices. Sample 25c.

TURNER BROS.,
1022 Arch St., Philadelphia, Pa.

MERIT SELLS THIS ARTICLE

No. 37
Quartered Oak
Du'l Finish

ST. JOHNS Office Tables are trade builders. They have the three qualities that promote sales—clean-cut style, bolt-strong construction, and the fine finish essential for hard, constant use. Moreover,

St. Johns Office Tables

are absolutely the best values obtainable from the price standpoint—both for you and for the final purchaser, your customer. The St. Johns factory is the largest table producer in America, and has the additional advantage of a location within two miles of five large saw mills in the heart of Michigan's timber district. These facilities, coupled with our immense output, justifies our complete equipment of modern cost-reducing machinery, impractical in a smaller plant, and enables us to maintain, continuously, lower prices than you can procure elsewhere.

Catalog of styles and prices mailed on request.

St. Johns Table Co.
Cadillac, Mich.

KANSAS CITY SCENE OF BUSINESS SHOW

Enterprise shown in management of recent exhibition.

THE great Southwest in general and Kansas City in particular was officially put on the map of the great office appliance industry when on the evening of November 20th the Kansas City National Business Show threw open its doors to the business men of that great inland empire.

Two things were at once evident to the visiting men of affairs. Many office equipment manufacturers of the country had decided to exploit their products in a territory which had heretofore been badly neglected; and the Kansas City Business Show, though local in name, was far from local in scope and representation.

Manager Frank M. Robinson is deserving of high praise for the success of his efforts in securing the attendance of representative business men from all through the surrounding country, who came to learn of each new article in handling office detail, and many of whom purchased largely from exhibitors before they left. In addition to this "quality" attendance which distinguished the show from the opening to the closing hour, on Thursday, Friday and Saturday evenings record crowds jammed the big convention hall—where Bryan was one time nominated for the Presidency — to the doors.

Robinson merits commendation all the more that the event was pulled off so successfully in spite of various adverse conditions of which outsiders were unaware.

However, Manager Robinson's popularity was attested by the splendid manner in which many of the largest Kansas City business houses rallied to the support of his undertaking and of the business show idea, and he was fortunate, also, in interesting the

FRANK M. ROBINSON.

services, as his chief lieutenant, of that good old scout, Billy (William R., to speak in terms of dignity) Currie.

As is nearly always the case with business shows, the attendance, by comparison with the closing sessions, seemed somewhat light on the first two days and evenings. But the Kansas City Convention Hall, in which the show was held, is such a mammoth structure that it takes more than a few thousand people to give the impression of a crowd present. The numbers increased with each successive session of the show, and the last three evenings in particular there were as many people present as could be catered to satisfactorily by the exhibitors.

Practically all portions of the western and southwestern section were represented by visitors, all the way from Texas and eastern Colorado to southeastern Missouri. At Office Appliances booth, visitors were welcomed from Oklahoma, Kansas, Missouri, Colorado, Texas and several other points.

There were visitors from all parts of the West, including Falls City, Neb.; Tulsa, Okla.; Enid, Okla.; Oklahoma City, Okla.; Muskogee, Okla.; Bartlesville, Okla.; Dighton, Kan. (on Colorado line); Gilmore, Mo. (on Iowa line); Hanover, Kan.; Joplin, Mo.; Springfield, Mo.; Sedalia, Mo.

Several of the familiar exhibitors at the Chicago and New York business shows were prominently in evidence at the Kansas City show. There was the usual immense Underwood Typewriter sign, the big Burroughs Adding Machine banner, the flaming red arrow of Elliott-Fisher Company and the Dalton Adding Machine signs.

One of the most striking displays was that of the Bell Telephone Company, a really remarkable feature of the entire decorative effect of the show. This exhibitor's space occupied the entire north end of the hall, facing the main entrance, and the complete background of this large space was taken up with a

Photo by Verne O. Williams Co.

GENERAL VIEW KANSAS CITY SHOW.

beautiful, immense winter lumber-camp scene, illustrating the old method of obtaining telephone poles from the forest by cutting the logs and drawing them out with sled and team. The electrical display added much to the effectiveness of the scene, which was one of the first things to catch the eye of every entering visitor.

Musical Features.

Music for the Show was furnished by Kelly's Kansas City Orchestra. There was a grill room and cafe in connection with the hall, which catered in a first-class way to the wants of the guests.

The Show management evidently put forth every effort for the comfort and satisfaction of exhibitors and visitors. Manager Frank M. Robinson considers Kansas City as his permanent home and he hopes to make the Business Show at least an every-other-year event. Robinson has just been appointed assistant city clerk by a Republican city administration, notwithstanding he is a Democrat. His experience has fitted him for business show management. He was assistant manager of Kansas City Convention Hall from 1898 to 1903 and had charge of the promotion work of various winter circuses, flower shows, grand opera, etc., and put on the first Kansas City Home Products Show.

Typewriter Contest Results.

Thursday evening there was a tremendous crowd assembled to see the Amateur Typewriter Speed and Accuracy Contest. This consisted in copying from printed matter for thirty minutes, with gold, silver and bronze metdals for the first, second and third prizes—open to any who had not contested in previous exhibitions.

In the amateur contest held Nov. 23, Bessie B. Linsitz, an Underwood operator, took first place with a net average of 84 words a minute for thirty minutes of writing on unfamiliar matter. Mildred C. Taylor, Liela Jameson and Mary C. Shryock, all Underwood operators, in the same contest made, according to the order named, net averages of 55, 54 and 54 words respectively, while Miss M. O. Witham, a Smith Premier operator, made a net of 53 words, and Miss Jennie Hansen, on an Underwood, made a net of 48 words, achieving the feat of writing 1,450 words in the time prescribed with only four errors.

On Saturday evening a contest for the Greater Kansas City Championship was held, open only to operators residing or employed in both Kansas Citys or suburbs, who had not competed in any previous Business Show Contest. A handsome gold watch was presented to the winner —one to the lady having the best record, and one to the gentleman having the best record.

The greater Kansas City championship contest was held at Convention Hall on Nov. 25. One division was for ladies and the other for gentlemen. Thirty minutes of writing from unfamiliar copy was the rule in these contests. The net records made by the ladies are as follows: Vera Blake, 59 words; Mary H. Shryock, 55; Myrtle Champlin, 53; Jennie Hansen, 52; Emma Witham, 47; Carrie Purcell, 46. All operated Underwoods except Miss Witham, who used the Smith Premier. In the gentlemen's contest W. N. Long made a net of 50 words, A. J. Linn 49; both the foregoing used Underwoods. R. B. Harness netted 44 words, G. L. Davis 43, G. E. Church 38 and Paul C. Mails 30.

These contests were interesting to spectators, and while no records were smashed, they furnished a feature of no little interest to everyone. The rules adopted by the show management were the Office Appliances rules.

In each contest there were quite a number of entries, but we have given the records only of the first six in each division.

Professor P. B. S. Peters, of the Business Department, Manual Training High School, had all the contests in charge, and was chairman of the board of judges. Professor Peters is to be congratulated on the wide interest taken in the contests and the careful, accurate way in which every detail was carried out.

EXHIBITS DESCRIBED.

ADDRESSOGRAPH COMPANY of Chicago occupied booths in the main aisle in spaces 63 and 64. The exhibit was in charge of R. C. Hickman, District Manager for Oklahoma, Kansas and Western Missouri. W. K. Page, Advertising Manager, was in attendance for two or three days during the exposition. In addition to these, there were four salesmen on the floor, including H. G. Nordling, and a number of demonstrators, including Viola Fullam, Helen Fee, Hazel Fate, Eleanor Torpey and Mrs. Myla Carnahan, all from the Kansas City office.

The exhibit consisted of a full line of the Addressograph Company's goods, including their improved one-piece address plate equipped with shipping tag and card indexing features.

There was also an exhibit of the Office Graphotype and the Automatic Envelope and Card-Feeding machine. A new attachment was shown on their Automatic Safety Device which prevents injury to the hands of the operator while using the machine.

The exhibit drew large crowds, and Mr. Hickman is to be congratulated upon the evident success of his demonstrations.

AULT & WIBORG COMPANY of Cincinnati, Ohio, fitted up a very comfortable rest room for visitors and guests. They occupied space 77 and the booth was in charge of A. E. Horney, Western Traveling Representative.

Paul Eppert of the Kansas City Typewriter & Carbon Paper Company, was also in attendance part of the time. Mr. Eppert is a live wire dealer handling the Ault & Wiborg lines in this territory.

BURNAP STATIONERY & PRINTING COMPANY, F. P., 107-109 West Tenth street, Kansas City. Booths 42, 43, 44, 45, 57, 58, 59 and 60, in charge of J. H. Brandimore, assisted by members of the local sales force, exhibited a full line of stationery, printing and loose leaf devices, desks, tables, chairs, filing cabinets, etc., including Globe-Wernicke cabinets, Kalamazoo binders and Jones loose leaf goods, Dietz, Moon and Clemetsen desks, Stow & Davis and Maddox tables and Milwaukee Chair Company chairs. The seven booths merged into one large space, with the lines exhibited, made a fine display at a central location in the Show. Advertising literature was distributed, including a beautiful example of Burnap printing in the form of a comprehensive booklet showing a color-printed picture of the Burnap building, claimed to be the finest office appliances and equipment building owned by its occupant in the country, and fine half-tone interior views of the Burnap plant. Oscar Allyn, sales manager of Kalamazoo Loose Leaf Binder Company, demonstrated that company's devices, and W. R. Austin exhibited here the Commonsense Pencil Sharpener, which is manufactured at Manitowoc, Wisconsin.

BURROUGHS ADDING MACHINE COMPANY of Detroit, Michigan, occupied large space fronting three aisles, including booths 69, 70, 78, and 79.

The exhibit was in charge of J. C. Walker, Special Representative of the home office. He was assisted by L. T. Shelton, District Manager for Northwestern Missouri and Eastern Kansas, and his local staff, including P. A. Smith, James Ashton, C. C. Jack, M. A. Alderson, and E. S. Hughes.

They exhibited a number of special machines for particular classes of work, such as a special Multiplying and Calculating Machine, a special Bank Poster and Bank Transit Machine, etc.

One of the machines which attracted a great deal of interest was the largest adding machine ever manufactured, listing and adding thirty-four columns of figures.

There was a large table piled high with the famous Burroughs advertising matter, and this had to be replenished many times during each evening.

CAMERAGRAPH COMPANY, THE, Midland Building, Kansas City. Booth 32 in charge of William R. Schwab, showing the Cameragraph, a commercial photographic office appliance for the purpose of producing instantly and economically facsimiles of written or printed instruments, legal documents, drawings, maps, records, etc. Charles R. Schwab was also in attendance.

COLUMBIA PHONOGRAPH COMPANY occupied two large spaces, 7 and 8, showing the "Dictaphone" and its system. The exhibit was in charge of Frank W. Downe, authorized envoy of the Columbia Phonograph Company of New York, assisted by H. M. Wright and Jeannetta Hunter.

A good deal of merriment was caused by those in the booth offering to give away free a special patented hat rack or a safety cigar lighter. The applicant for the free gift, on being presented to Mr. Downe, was given a trusty nail or a regulation safety match.

DALTON ADDING MACHINE COMPANY, Poplar Bluff, Mo. Booths 50, 51 and 52 ,in charge of James L. Dalton, president, assisted by E. B. Wright, Kansas City sales manager; Huntington Smith, from the company's general offices; S. Holloway Smith of the St. Louis branch, and G. S. Hickman and L. E. Hitchcock of the Kansas City sales force, exhibited a complete line of Dalton 10-key adding machines. The new Dalton electric motor device attracted special attention. Demonstrations were given, showing its remarkably silent, smooth-running operation and how easily anyone could attach the motor to any Dalton adding machine or transfer it from one machine to another. The motor is attachable by cord and socket to any electric light circuit, and when connected with a Dalton machine transforms it from a hand-driven to an electric-driven machine.

As always at business shows, James L. Dalton's wonderful personal demonstrations held the fascinated attention of crowds.

The new Dalton touch method of operation created a great impression. A young operator, who stated that he had been operating a Dalton adding machine only about three months, gave remarkable demonstrations of Dalton machine work by this method, running and listing cor-

rectly and very rapidly long rows of figures and the sum totals, without looking at the keyboard and while answering questions asked by Mr. Dalton.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa. Booths 46, 47, 54, 55 and 56, in charge of Advertising Manager C. H. Hunter, assisted by F. S. Mott, Kansas City branch manager, and a capable force of salesmen and demonstrators. As usual at exhibitions of this kind, the Elliott-Fisher display was one of the big centers of interest. There was a fine array of Bookkeeping, Billing and Recording Machines that "make toil easier" and are adapted to any line of business for any concern, large or small. As "in days gone by," C. H. Hunter was on the job every minute of the time the show was open, radiating optimism, good cheer and enthusiasm, and seeing that the most intelligent and effective work was performed in the demonstration of the remarkable Elliott-Fisher machines.

FELT & TARRANT MANUFACTURING COMPANY, Chicago, Ill. Booths 41, 61 and 62 in charge of W. M. Erickson, Kansas City, branch manager, assisted by Charles P. Sellers and demonstrators Miss Ida Wolfberg and Miss Emma Criley. Exhibiting a full line of Comptometers.

HUTCHINSON MANUFACTURING COMPANY, Buffalo, N. Y. Booth 49. Advertising novelties.

INFORMATION BUREAU, THE, which occupied space 37, was in charge of John Currie.

KANSAS CITY FIRE RETARDENT COMPANY, 708 Grand avenue, Kansas City. Booths 23, 24 and 25 in charge of William A. Teske, president and manager, assisted by Walter M. Reed, T. W. Kearns and F. E. Wilcox. Exhibiting a line of interior fire protection appliances.

JAMES C. McKEOWN, advertising specialty man for Kansas City, exhibited in space 84 a large variety of advertising novelties, specialties, premiums, etc. The exhibit was in charge of J. C. McKeown, assisted by Earl Terry, a bright salesman well known to the office appliances fraternity.

McQUEENY, LEO, Kansas City. A manufacturers' agent. Had a special exhibit in Booth 48 of Egry Registers.

OFFICE APPLIANCE COMPANY, THE, of Chicago, Ill., occupied space 65, exhibiting the magazine, Office Appliances. The booth was in charge of N. W. Tupper, assisted by Dewey S. Beebe and a corps of subscription salesmen.

The Old Mason Jar was in evidence and required frequent replenishing.

OFFICE APPLIANCE COMPANY, THE, of Kansas City, occupied spaces 73, 74 and 75. The booth was in charge of M. L. Poundstone, who exhibited a complete general line of office equipment, including the Proudfit loose leaf devices, which were demonstrated by A. V. Johnson, special representative from the home office; the LeFebure X-Ray Indexing systems of Cedar Rapids, which were demonstrated by P. N. Mitchell, Lees Summit, Mo.; the Perine Indexing system; the Chicago Binder & File Company's goods which were specially demonstrated by W. C. Johnson; the New Standard Ring Books, which were in charge of D. A. Hanaford, and also the Transo Envelope, the Wabash Cabinet Company's line of filing devices and the Arnold Removable Telephone Book Cover.

In attendance upon these displays also were I. E. Beers and C. S. Squire.

The booth attracted considerable attention and the interest of the visitors in the Proudfit line was very pleasing to Special Representative A. V. Johnson.

OFFICE OUTFITTER COMPANY, of Chicago, Ill., occupied space 7, exhibiting the magazine, 'The Office Outfitter.'

The booth was in charge of J. H. Sharpe. L. B. McKenzie was in attendance for a few days.

QUALITY PRINT SHOP, THE, of Kansas City, occupied space 75. The exhibit was in charge of C. M. Olsen, assisted by R. R. Wilson and O. R. Wilson.

They exhibited a complete line of commercial printing and operated a Buffum Card Press for the exhibitors and visitors.

SAUNDERS & CO., 425 Keith & Perry Building, Kansas City. Booth 29 in charge of D. G. Saunders, Jr. Exhibiting the new hand-power Saunders Envelope Sealer, a gear-driven machine for sealing envelopes at the rate of about 6,000 an hour.

SCHOOLEY STATIONERY COMPANY, THE, of Kansas City, was elaborately represented in spaces 67, 68, 80, 81 and 82. Owen A. Teague was in charge of the booth.

Among their large line they showed the Shaw-Walker line of filing devices. This exhibit was in charge of C. H. Berry of St. Louis, district sales manager, and part of the time C. E. Wilson, secretary and general sales manager of the company, was in attendance.

The Schooley Stationery Company also exhibited the Herring-Hall-Marvin line of safes, and the Fireproof Furniture & Construction Company's line of metal files, cabinets and safes; also the lines of the Standard Furniture Company of Herkimer, New York, the Doten-Dunton Desk Company, of Boston, and the Crocker Chair Company lines of high grade desks, chairs, tables and office furniture. They also displayed some very neat sectional office fixtures.

The high grade typewriter papers of Eaton, Crane and Pike were likewise exhibited.

One of the Schooley lines which attracted a great deal of attention was the F. S. Webster Company's typewriter ribbons and carbon papers. This section of the exhibit was in charge of Chas. P. Garvin, of Boston, Mass., the famous Mayor of Pecan Gap. They made a special display of the Webster Pencil Sharpener and the Webster Carbon Binder and Economizer, also Webster's Duplicating Inks. They also represented the Multi-Kopy line of carbons and the Star Brand ribbons. Another line was Webster's Cut-Out Carbon Binder for use with billing systems. Mr. Garvin quickly made himself popular with the large crowds, and demonstrated the Multi-Kopy Carbon Paper with much success. After handing out the 35th carbon copy to the crowd to show that it could be easily read, he would hand out a sponge and ask some one in the crowd to erase the typewritten matter so as to make it illegible. This remarkable display caused a great deal of interest to be manifested in the F. S. Webster Company's lines.

The Schooley Stationery Company are sole agents for this line in Kansas City and the "Mayor of Pecan Gap," who is the general field representative of the F. S. Webster Company, made a special trip to take charge of his company's part of the exhibit.

UNDERWOOD TYPEWRITER COMPANY, THE, occupied a commanding position in spaces 9, 10, 11 and 12. The exhibit was in charge of B. W. Plage, Kansas City manager for the Underwood Typewriter Company. Mr. Plage was assisted by J. L. Hoyt, the speed artist, who gave numerous demonstrations for the large crowds. There were also in attendance F. G. Kennedy, E. L. Knott, J. D. Bayless, M. A. Thalman, T. L. Fitzgerald of Kansas City and C. B. Holland of St. Joseph.

They exhibited the Underwood Typewriter Correspondence and Billing machines, check writing machines, pay station machines, computing machines and an automatic operator.

The booth was crowded at all times and during the two nights of the typewriter speed contests held by the Show Company, more than usual interest was taken in the speed work done by J. L. Hoyt.

WILLIAMSON PEN COMPANY, Janesville, Wisconsin. Booth 53 in charge of George H. Williamson, assisted by Helen M. Allison, demonstrator. Displaying and demonstrating a complete line of the Williamson "Auto" Feed fountain pens.

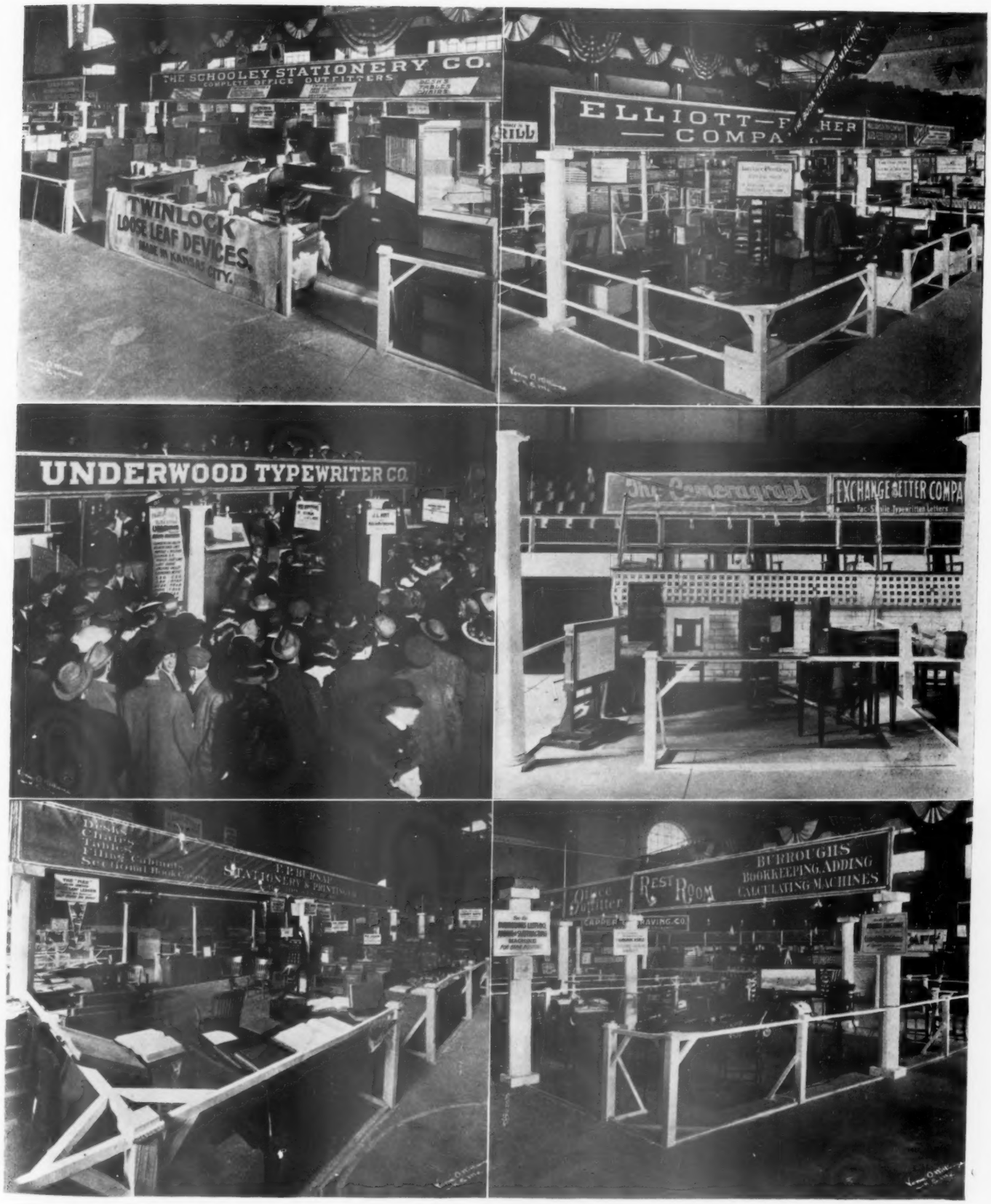
Other exhibitors included the L. B. Arbuckle Sign Company, Kansas City; Arcade Electrical Construction Company, Kansas City; Copper Engraving Company, Kansas City; Excelsior Springs, Mineral Water & Bottling Company, Excelsior Springs, Mo.; Exchange Letter Company, Kansas City; Hutchinson Mfg. Company, Buffalo, N. Y.; Kansas City Fire Retardent Company; James C. McKeown, Kansas City; Leo McIneeny, Kansas City; Bell Telephone Company, Kansas City; National Paper Box Company, Kansas City; Stephens Gas Appliance Company, Kansas City, and Thornton Sanitary Drinking Device Company, Kansas City.

Photo by Verne O. Williams Co.

PROUDFIT BOOTH AT KANSAS CITY SHOW.

Photo by Verne O. Williams Co.

BELL TELEPHONE CO. BOOTH AT KANSAS CITY SHOW.



Photos by Verne O. Williams Co.

SIX VIEWS SHOWING LEADING EXHIBITS AT KANSAS CITY SHOW.

HOW A "HUNCH" BROUGHT BIG ORDERS.

Story of a Big Ink Deal.

THIS is the tale of a big deal, but more than that, it proves that a bright man following the trail of a strong hunch over a rough road to the end sometimes gets the due reward of his enterprise.

One morning a few months ago the president and general sales manager of a big ink manufacturing concern were engaged in an important conference in an inner sanctum. A visitor was announced, and they directed that he be conducted into the office, where, following their invariable custom, they gave him the glad hand of greeting. During the conversation the caller said that another ink manufacturer a few days before had booked an order for $150,000 worth of ink for a certain concern at that time practically unknown. Such a sum of money will buy almost enough of ink to float a cruiser. So far as we know nobody ever before heard of a $150-000 ink order, and the report was of course looked upon as a joke. When the caller left, however, the sales manager said to the president, "Well, even if they bought only $5,000 worth of ink the matter is certainly worth investigation."

Both gentlemen went on with their work but the sales manager could not get the circumstance out of his mind. Presently he said, "I don't know who in ———— or anywhere else, would be in the market for such an enormous quantity of ink, but I think there is something behind this story, and it's me for that burg tonight." In "that burg" early the following morning, the sales manager called at the building of the company which was reported to have bought the big ink order. The elevator man told him that the young lady in charge of the office would be there later in the day. He called at the appointed time, but saw several stenographers at work in an unpretentious office where a large amount of mail was being handled. He was told that no one was present with whom he might confer and that the headquarters of the company were at a neighboring village, the name of which he had never heard before. Calling up the concern in the village he learned that no order to the amount of $150,000, or any other sum had been placed, but that the company was, in fact, in the market for a considerable quantity of goods. This was a hot lead and the sales manager followed it on the next train, making a taxicab race against time to get to the depot.

In the Village.

The ride between the city and the country town is a short one, and from the station platform the sales manager looked around for signs of the city. None were in sight. He beheld the attractive scenery of the great state in its most rural aspect, but presently an affable and hopeful hackman approached; he promised to take him to the town some distance away, in a lumbering old sea-going hack. The road was rough and the ride was not pleasant, but they finally arrived at the hotel, where the salesman parted from the hackman with manifestations of relief and affection. The sales manager was hungry, however, and after lunch he went out upon an eminence to get a notion of the city, but he was not encouraged. From all the signs which appeared it seemed evident that a dollar's worth of ink would last the entire village for about two months. However, this particular sales manager never starts anything that he does not see through to the end. He called the clerk of the hotel, who assured him that the company he had come to see was all right and responsible for anything it contracted for, directing him to the building where the company had its headquarters.

On opening the door of the company's main office in the Post Office building, the general sales manager exclaimed to himself, "Great guns!" or words to that effect. He beheld about a thousand clerks and stenographers all busily engaged. It looked like No. 26 Broadway transplanted. The visitor was immediately invited into an inner office, where he told his story. Now this particular sales manager is "some pumpkins" when it comes to the telling the story of his ink; nobody with the ghost of an ink order under his hat ever gets away from him without giving it up. He learned forthwith that the company contemplated giving a large order; that the initial order would amount to about $5,000, the ink to be used to thoroughly test out the goods and to make inquiries from stationers and others before passing final judgment.

The manager of the company was skeptical and in order to satisfy himself as to the merits of the products manufactured by this concern, telephoned his attorney in a neighboring city and instructed him to make immediate inquiries among local stationers regarding these goods. A report was received by telephone within an hour of satisfactory conditions among the stationers of that city, and the sales manager took the evening train after reaching a satisfactory agreement to manufacture a large percentage of the products for this company. He took the same old bumpy hack to the station, but this time as he sat on the hard seat and held on like grim death to keep from being jolted onto the floor and rattled around like a lonesome pea in a frying pan, he felt as if he was riding in a big seven-passenger limousine over a macadam boulevard lined with majestic trees where twittering birds made melody.

Back Home.

"Where in Sam Hill is that deserted village, and what in the name of Mephistopheles can anyone be doing with such a quantity of ink?" asked the president when the sales manager laid the contract on the desk the next morning. Then the sales manager told his story, and the interesting feature of the story was the plan of operation of this company. It had already brought together in an alliance over 1,500 representative stationers, booksellers and newsdealers from every state in the Union. It was not the old story of syndicate buying; it was not the old story of co-operation; it was a new basis of interested, energetic co-operation, dealer with dealer, not only to supply each with certain lines on a jobbing basis, but to create and maintain its own line of goods by new and unique methods of operation. The plan, apparently, had gone "Rexall" one better. Every confidence was felt by the management of this concern in the ultimate success of these plans, and the evidence that was shown the visiting sales manager in the "bee hive" office of this concern convinced him of the solid foundation upon which it had been erected.

Before the month was over both the president and the sales manager of the ink company found themselves again in the office of their customer. The business of the purchasing company had grown immensely and the president of the ink concern wanted to know under what plan such a great amount of goods could be marketed, and what provision could be made for handling the volume of business, and was shown the same evidence that had convinced the sales manager. As a memento of their trip they took back an order for ink which was three times as large as the previous order. They tried to pay their bill at the hotel in the village, but their customers had beaten them to it and paid it for them in advance.

Since this last call, a large number of additional orders have been filled by the ink company, and the purchasing company has become one of the largest users of ink in the United States.

This little story only goes to show that it takes more than determination, gift of gab and knowledge to be a good sales manager. It sometimes demands something little short of inspiration—the nerve to follow the hunch to its final conclusion, where sometimes it is possible to reap figs from apparent thistles.

AN UNIQUE "FOOTBALL" GAME.

The Burroughs Adding Machine Company's sales organizations of St. Louis and of Oklahoma City have played what is probably the most unusual "football" game ever played. Instead of kicking footballs they kicked quota.

According to the rules at the opening of the contest the agency having the highest per cent of quota on the tenth received two "touchdowns." The agency having the highest on the 20th received two. Two more were awarded for the highest per cent on the 26th, and the agency having the highest per cent on the 31st received five "touchdowns."

Oklahoma City made 11 "touchdowns," winning by what in ordinary football parlance would be the equivalent of a 55 to 0 score.

Lots of men have a "good job on the road"—but is hasn't arrived yet.

National Office Registers are Used in Offices all over the Country

National Office Register in Office of Novak & Company, Real Estate, 709 W. 120th St., Chicago, Ill.

THE National Office Register is as valuable in an office as the National Cash Register is in a store. It enforces a correct record of all transactions that are handled in an office. There is no chance for error where the National Office Register is in use.

It relieves the bookeeper of his load of detail. It classifies automatically every transaction, thus enabling him to deal with totals instead of individual amounts.

It enforces accuracy in the accounting department—enables the bookeeper to do more work with less effort, to balance his books quickly and go home on time.

Write for booklet of information

The National Cash Register Co., Dayton, Ohio

J. E. NEAHR, SALESMANAGER, UNDERWOOD TYPEWRITER CO.

GETS AUTO FOR WEDDING GIFT.

History does not chronicle, nor do the copyright annals at Washington record, the granting to any organization of an award as to method of expressing good will. The commonplace way is for the presenting body to hand over a watch and for the person chosen to make the speech of presentation to squeeze a reluctant tear and chokingly suggest that the donors will in the future "watch" the recipients to see that they "mark time," etc., etc., and then everyone smiles, applauds and the deed is done.

It is the pleasure of Office Appliances to inform its readers that, through a recent act of a leading typewriter sales organization, the rules above laid down have been dashed to the ground and tradition grossly insulted. The Underwood sales force has broken out in a new spot and set a new standard by giving its general sales manager, J. E. Neahr, and his bride of a few weeks, as a wedding present one of the finest automobiles that has ever been shipped out of Detroit.

Mr. Neahr, whose picture adorns this page, is one of the most popular of sales managers; he is also one of the frankest of men. What was not known about him until a short time ago was that he had fractured frankness and gone and got married without telling a soul about it or asking consent of the selling force he rules. It being his practice to jump here, there and everywhere, one week distributing inspiration on the Pacific Coast and the next punctuating with quick jabs the selling atmosphere in old Maine or way down South, nothing unusual was looked for when he departed from the Underwood's main office some weeks ago. It was therefore a surprise to his friends, and in this category can every Underwood manager and salesman be reckoned, to learn that on a Western trip he had made a matrimonial stop over at Denver. The bride was Miss Marie Thede, an attache of the Underwood branch at Denver, and one most favorably known by them. Preparations were immediately made to hand to the newly-married couple a surprise as great as the news from Denver.

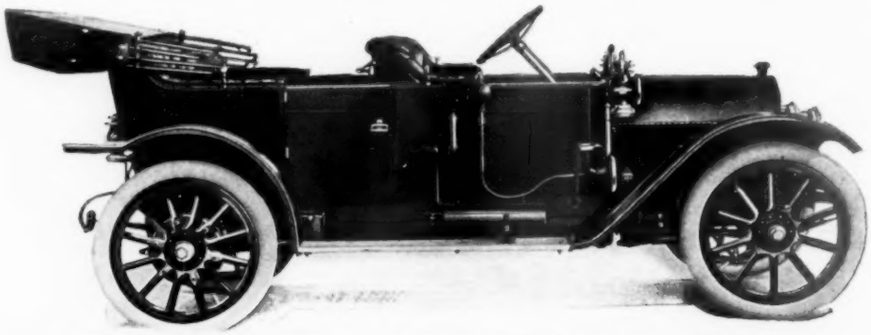
And so the automobile. In the parlance of the committee that bought it "It's sure a dandy and some car." Of the latest model "Chalmers 36," it is guaranteed to go at a clip fast enough to suit even the active Mr. Neahr. After it was placed on the cars at Detroit on its way to New York about a week ago, a telegram was sent to Mr. Neahr as follows:

"We, the undersigned, on behalf of the managers and salesmen of the Underwood Typewriter organization, officially present you with a completely equipped Chalmers thirty-six automobile, requesting that you will accept the same as a wedding gift to yourself and Mrs. Neahr, with our hearty and affectionate congratulations.

"W. J. Rigg, Chairman Committee."

Now as to this present. It is a four-door touring car with a capacity of seven persons. Its equipment outdoes the ordinary car in that nothing for the safety or convenience of its owners has been forgotten. Even the lunch hampers are there and various Thermos bottles, properly labeled, repose in pockets within easy reach. Selling force guests of the company who may in the future be passengers need have no fears as to going hungry or athirst. Top, wind shield, a full set of splendid robes, extra sets of tires and no possible accessory for comfort that helps to make touring a pleasure have been neglected in this car.

The present was strictly confined to the selling force and the well-known proclivity of Mr. Neahr to put his foot down on



AUTOMOBILE PRESENTED AS A WEDDING GIFT TO MR. AND MRS. NEAHR.

"Take this tip from me!"

You can make your filing system a permanent asset to your business by using

Everlasting Metal Tip Guides

All metal tips are so constructed that name strips may be inserted or removed at will, thus allowing the same guide to be used on any system or extension required. It takes only a second to remove a name, number or subject and insert a new one. The guides themselves are made of stiff, heavy tan pressboard which will not fray or tear.

DEALERS—We will furnish you with advertising matter under your own imprint, and co-operate with you to help you make sales. The margin of profit is large and will warrant you pushing this line to the fullest extent.

Write at once for circulars, prices, discounts and complete selling propositions.

THE J. C. HUB MANUFACTURING CO.
1360-1380 West Third Street CLEVELAND, OHIO

BADGER-IT LOOSE LEAF LEDGER

$2.00

$2.00

200 printed Double Entry leaves. Size 8x10½ inches. Only one ruling. Only one price.

Full cloth binding in heavily beveled covers, with linen tab index. Expands 80%.

The Badger-It Has Made a Hit!

It's an achievement in ledger-making. For practical handiness and low cost there's no book of the kind to compare with it. It's a good, "quick seller" proposition for dealers — Profitable, too.

THE BADGER LINE LOOSE-LEAF DEVICES

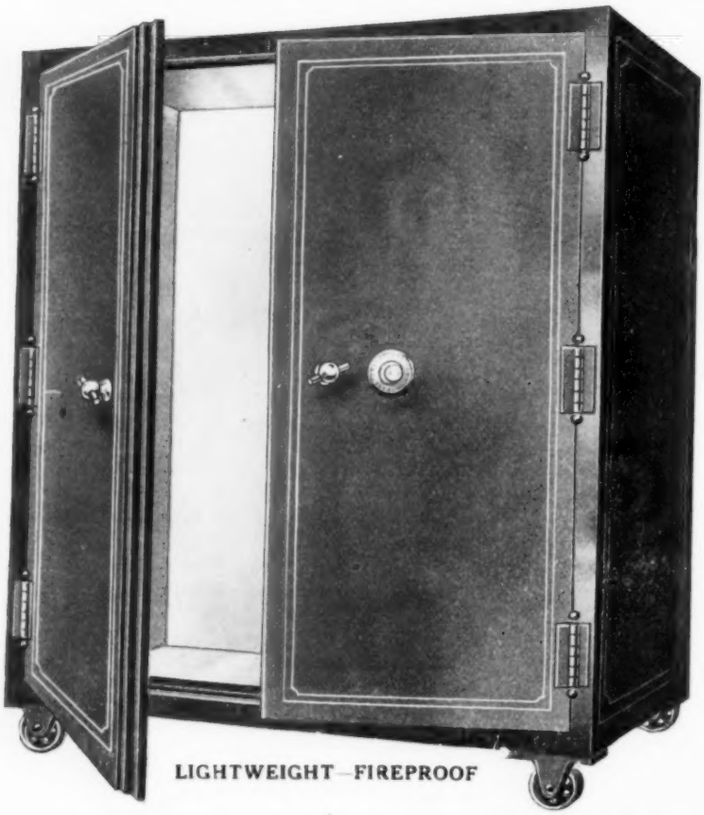
258-260-262-264 FLORIDA ST.

THE HEINN COMPANY
ORIGINATORS OF THE LOOSE LEAF SYSTEM OF CATALOGING

MILWAUKEE WISCONSIN

THE BADGER LINE LOOSE-LEAF DEVICES

Use "ARMOR-CLAD" SAFES



The above illustrates our double-door safe No. 4049, exterior 45 by $56\frac{1}{2}$ by 24, interior $41\frac{3}{8}$ by $49\frac{3}{8}$ by 20. Number 4061, exterior 45 by $67\frac{3}{4}$ by 24, interior $41\frac{3}{8}$ by $61\frac{5}{8}$ by 20. Made also in half-size, single door.

DEALERS—Write for liberal special discounts and terms.

THE ARMOR CLAD MFG. CO.
Canton, Ohio

gifts of his men to himself was disregarded. This time the sales force was the boss and the recipient was "the man on the job."

The managers in whose minds the idea of the gift originated and who acted as a committee to purchase the car were: William J. Rigg, of St. Louis; A. L. Claflin, of Cleveland; B. W. Plage, of Kansas City; A. W. Eaton, of Denver, and George W. McClellan, of Philadelphia.

And now Office Appliances wishes, in closing its story of this fine expression of good will, to join with the donors in a toast of long life, happiness, a clear road and a safe journey to the recipients who have, without their consent, been decorated as "Knight and Lady of the Auto Car."

POPULARITY OF OLIVER PRINTYPE.

That remarkable type which the Oliver Typewriter Company calls "Printype" has grown into such favor that type-founders are already advertising Oliver type faces for duplicating work.

Barnhart Bros. & Spindler, the well known type-founders, express the opinion in a recent circular, that the "Printype" face offers opportunity for printers to build up a profitable business in duplicating work.

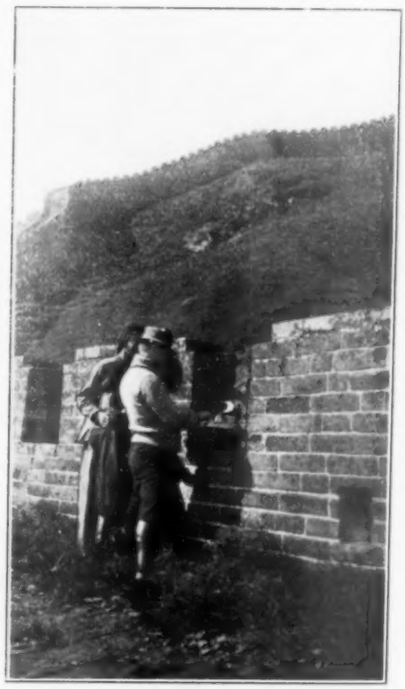
"It is not the position but the disposition that makes men happy."

STANDARD FOLDING TYPEWRITER ON GREAT WALL OF CHINA.

Th accompanying illustrations of a well known portable typewriter in use on top of the Great Wall of China are rather interesting at this time, when we are reading so much about the revolution in that ancient empire.

Rather a strinking contrast between this little typewriter, whose usefulness has inspired men to carry it to every corner of the world and that huge mass of masonry, built over 2,000 years ago to repel the attacks of the savage Huns, but now valued only as one of the seven wonders of the world.

The invention of the typewriter revolutionized business methods and the introduction of the Standard Folding marked an epoch in the typewriter industry, as did

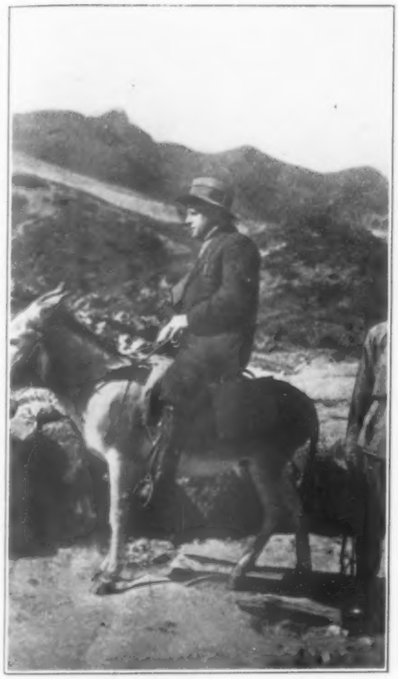


AT THE GREAT WALL.

the ascension to the throne, in 214 B. C., of the 13 year old Tsin Chi Hwangti mark an epoch in the history of China. Before the days of Hwangti the Emperors of China had been rulers in name only, but this boy was to the great eastern empire what Peter the Great was to Russia. He it was who built the Great Wall and the splendid roads that rival those of the ancient Romans. Though his work of building up an enormius absolute monarchy bids fair to be undone, yet it was well done and like the Great Wall, has long resisted the effects of time and progress.

These photographs were sent to the Standard Typewriter Company by F. B. Upham, who is now in China. They were take at a point not very far from the Capital city, Pekin, which is now the storm center of the revolution. Mr. Upham said

in his letter to the Standard company: "Need I tell you that I am at this moment using the only typewriter that I have ever seen that is both useful and portable enough to warrant its being carried to the top of



MAN AND BEAST WITH STANDARD-FOLDING.

this great wall that was built some centuries before typewriters were in general use? Such is the case, however, and I am sure the manufacturers of such a useful and handy little machine will be gratified to hear of its having attained to such a height

JOHN CHINAMAN TRIES THE MACHINE.

and become perhaps the first typewriter to be used on top of the Great Wall of China; for I doubt if any other machine has inspired such enthusiasm in its owner as to prompt him to lug it up here."

In one of the pictures Mr. Upham is shown mounted on an animal of about his own size which we suppose is a Chinese donkey. He is carrying his machine in rather a novel way and one that ought to be hard on the donkey's wind if that animal attempts to run. Possibly this is done to discourage any skittishness on its part.

The Chinaman in the picture was much interested in the Standard Folding—especially the two color device. The black part of the ribbon did not appeal to him, hence Mr. Upham deferred to his opinion and wrote the letter in red.

China is now passing through the greatest crisis in her history and from present indications the power of her Emperor will be forever broken. It is inevitable that sooner or later western civilization and progress shall exert its influence on the oriental mind and though the change from ancient to modern may be accompanied by fire and bloodshed it is the inevitable result of evolution. Therefore, the near future will undoubtedly see many more typewriters and other American office devices in general use, if not on, at least near, the Great Wall of China.

"What you are will show in what you do."

The soul occupied with great ideas best performs small duties.—James Martineau.

Cutler ADJUSTABLE

CUTLER DESK CO.
Established 1824. Buffalo, N. Y., U. S. A.

NEW PERFECTION

Any fundamental type of commercial, legal or medical filing within pedestal of any desk.

Business men, lawyers, doctors, railroad and insurance men can select the ideal equipment for individual needs.

20 combinations of files possible in each roll-top, 14 combinations in each flat-top. 21 desks, in 3 grades, to choose from.

Apply for catalog and agency. Department A. D

EXCLUSIVE DESK CONSTRUCTION

Solid oak or Mahogany: no built-up stock.
Multiple dove-tail jointing: stronger than wood itself.
Three-tenon drawer-rail and pedestal union
Metal combination locking device.
Flexible double curtain; no glue or tacks.
Finish composed of finest material and labor.

NEW ECONOMY

The dealer need carry only a few samples to demonstrate the entire system and to satisfy the most exacting buyer.

The buyer can secure desk with equipment at much less than the cost of an ordinary desk and separate files.

All Files Interchangeable and Priced Alike. Vertical letter drawer; 3x5 card drawers, cancelled check drawers; legal blank drawers; document files; cabinet and lock section; and others.

nter-Inter. **Licensed by Macey Co. under Tobey patent June 4th 1907.**

Cutler ADJUSTABLE

Your LOOSE I-P LEAF Catalog Is Full of Sales Ideas

Salesmanship builds up the stationer's bank balance.

And salesmanship, when your goods are RIGHT, is nine parts knowledge to one part good nature.

Study your LOOSE I-P LEAF catalog. It is a storehouse of good selling ideas. Learn the many uses for every LOOSE I-P LEAF book or binder. Make it your aim to know every LOOSE I-P LEAF form in your stock, and also every LOOSE I-P LEAF form in the entire Irving-Pitt line. Have your clerks do the same.

Then, when a customer comes in for a loose-leaf form or device of any kind, you are master of the situation. You know exactly what will answer his wants. You can also create business by suggesting this or that form to simplify accounting detail, or save time and effort in the record of any business or professional transaction.

You have at your command a thousand good sales ideas, a thousand convincing arguments, a thousand opportunities to create new business.

And backing up your knowledge, you have Irving-Pitt service—which means immediate, complete, satisfactory shipments as well as mechanically perfect goods.

You have a combination of salesmanship and goods that cannot fail to win the bulk of the loose-leaf business in your locality.

The Irving-Pitt dealer has also this advantage: The loose-leaf customer is already half sold in the LOOSE I-P LEAF line. The class of business which settles the success or failure of any product has come to depend on the LOOSE I-P LEAF line of forms and devices as the highest possible standard.

And the LOOSE I-P LEAF stock is the largest and most complete in the world. There is not one "dead" item in the line; all "back number" forms and devices are eliminated.

"Irving-Pitt" stands for "Loose-Leaf ImProvement."

Catalogs upon request.

LOOSE LEAF

Irving-Pitt Manufacturing Company

KANSAS CITY, MISSOURI 3

NEW YORK STATIONERS DISCUSS COSTS.

At a meeting of the New York Stationers' Association not long ago the subject of cost of doing business was thoroughly discussed. After much argument it seemed to be the consensus of opinion that salaries of owners of the business should be charged as an item of cost. The meeting agreed that 10 per cent is about the correct percentage to charge off for depreciation.

Theo. L. C. Gerry said that he had received requests from all over the country for the pamphlet, "Cost of Doing Business," prepared by the committee of which he is chairman. At an early date, he said, the committee will distributed another booklet, "How to Figure Cost." Following his report as delegate to the National Convention at Buffalo Mr. Gerry was given an unanimous vote of thanks for his work.

The New York Association is in excellent financial condition, having over $1,200 in its treasury.

TAKES VALUABLE AGENCY FOR SOUTH.

R. L. McMeans, of the Dewberry & Montgomery Stationery Company, Birmingham, Ala., was a recent visitor to Grand Rapids, where he made arrangements with the Art Metal Construction Company of Jamestown, N. Y., to handle their entire line of stock steel filing cabinets in the South.

Mr. McMeans is a wideawake hustler, thoroughly posted in matters pertaining to office equipment, and is finding a steady sale for the Art Metal products in the Southern states.

A FIRE AND BURGLAR-PROOF CABINET.

The law of gravity is said to have been applied in an unique way in the production of the Acme Fire-proof and Burglar-proof Cabinet, which is being marketed by the Acme Burglar and Fire-proof Sales Company of Bridgeport, Conn.

Strong claims are made for this cabinet, which is an attractive box made of steel, with double walls, fire-proof, finished in either oak or mahogany and lined with the best woolen baize. The accompanying cuts show the appearance of the cabinet itself and the application of the mechanism to an ordinary drawer.

The standard sized cabinet is 11 inches long, 8 inches high and 7 inches wide, permitting it to be placed in a trunk or put in a drawer of the desk. Its weight is about 10 pounds.

This cabinet is said to be wonderfully simple, the mechanism being controlled by gravity. It is said that anyone can learn how to set and use the cabinet in a few minutes. Owing to the absence of complicated parts, it rarely if ever gets out of order. The inside mechanism is made of the best brass; the outside trimmings are in gold, and the lock is an Eagle Lock Company Combination, no two of which are alike. Furthermore, it can be changed

as often as desired. The combination is furnished to the customer by the dealer, but can be changed at the will of the purchaser at any time.

The cabinet is so designed, it is said, that when left by itself the slightest touch, let alone actually trying to carry it off, will cause it to give out a continuous alarm

ONE STYLE OF ACME CABINET.

that may be heard all over a house and for a length of time that precludes anyone waiting for it to stop. This alarm cannot be stilled after it is started except by the one who knows the combination to the cabinet, and he is the only one who can open the box without ringing the alarm. It is said that when once placed in position it is impossible to disturb or remove the box without setting off the alarm.

It is estimated that over a quarter of a

ANOTHER STYLE OF ACME CABINET.

billion dollars in money and valuables are stolen each year from houses and places of deposit in this country alone. The frequency and seriousness of such losses was the incentive which moved the inventor to construct the Acme cabinet.

It is claimed that the Acme cabinet is ideal for the safekeeping of important papers, jewelry, watches and the like. It is endorsed, it is said, by police officials everywhere as being a practical device for the safeguarding of valuables.

Special cabinets can be made of any size

It's All in the
TURNING
of
Waterman's
Ideal
Fountain Pen

where good, ink-tight joints and comfortably shaped barrels are produced.

The rubber parts are "like diamonds in the rough" until they reach the Turning Benches. Here each one of the four parts of every pen is placed on a high-speed lathe, and is "turned" and "threaded" until the fit and finish are as perfect as gauge and test can make them. There is NO automatic, die-cut, unthinking machine work. It's ALL skilled, hand labor A superb finish, grateful to the touch, is obtained, adding to the attractiveness of the completed pen. The finest grade of Beni-Bolivian Para rubber is exclusively used.

There are hundreds of styles and sizes of Waterman's Ideals. Everyone that is assembled is a model of perfect workmanship and superior quality. Our guarantee of satisfaction is made to you, through every dealer, everywhere.

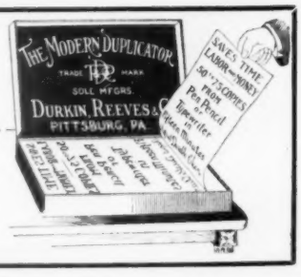
Buy the Genuine. Catalogue on Request.

L. E. Waterman Company
173 Broadway, New York
Boston Chicago San Francisco Montreal

The "Modern" Duplicator
Contains NO GLUE OR GELATINE
It is unaffected by heat or cold.

You can make FIFTY DUPLICATE COPIES from every letter you write with pen and ink, pencil or typewriter. Or copies of Music, Maps, Drawings, etc.

Duplicators complete $3.00 to $7.00 according to size. Exclusive Agencies Wanted Everywhere. Some good Foreign Countries still open. Liberal commissions. Write us.



O. P. DURKIN, REEVES & CO.,
339 Fifth Avenue, Manufacturers Pittsburg, Pa.

SEMI-READY (ENDLOCK SECTIONAL POST) METALS

WHIT

DRILLING AND ASSEMBLING OUTFIT

The **Semi-Ready** is a sectional post metal fixture which we supply undrilled and so constructed that it can be cut to any length, drilled and posts set to any desired gauge.

The Drilling and Assembling Outfit is complete with every tool necessary for the work.

With this equipment you can make your metals **any length, any post diameter, any center to center.**

Ask for circular and prices.

Stationers Loose Leaf Co.

"SELLS TO THE TRADE ONLY"

203 Broadway
NEW YORK CITY

346 Broadway
MILWAUKEE, WIS.

desired, of any kind of wood or metal and lined to suit the wishes of the purchaser. Estimates will be furnished on request. Special trade discounts are available to jobbers and dealers in office appliances, who should send their inquiries to the abovementioned company at Bridgeport.

NEW WAY OF BOOSTING.

The Smead Manufacturing Company of Hastings, Minn., manufacturers of the Smead Bandless Document Filing Envelopes, have imprinted in the center of all their business stationery, in a light pink, the words "Omaha in 1912." This is in white on a pink ground, with a big key running through the design.

A PAIR OF LIVE ONES.

Balkwill & Heatley is the name of a new concern which recently opened offices at 326 North River street, Chicago. They have opened a well equipped shop for the repair of typewriters, adding machines, duplicating machines, stamp affixers, etc., etc. They will rebuild machines, repair them and keep them in order, at the instance of customers who desire such service.

So far as we know, this is the first shop which has been opened in Chicago for the handling of general repair work of this character.

Messrs. Balkwill and Heatley are two young men, expert in mechanics and experienced in the handling and repair of office machines. They received their inspiration for the present undertaking through the reading of an article published in Office Appliances about two years ago, suggesting that a good field awaited competent men prepared to undertake and carry on a general line of repair work.

The new firm is well constituted and has a virgin field. It should be very successful.

HAS SERVED LONG IN MILWAUKEE.

J. George Davies, who for ten years has sold Oliver typewriters for the William C. Kreul Company, Oliver agents at Milwaukee, and for four years previously was with the Milwaukee branch of the Smith Premier Typewriter Company, says that, in point of continuous service he is the oldest typewriter salesman in Milwaukee.

Mr. Davies has just made a change, having accepted the management of the Milwaukee office of the American Writing Machine Company at 130 Mason street. Mr. Davies takes the place of the former manager, Ed. O. Stumpf, who, on account of ill health, was compelled to resign and go to California.

Mr. Davies' long experience in the typewriter field, his energy, character and thorough knowledge of the business assure continued and increasing success for the Milwaukee branch of the American Writing Machine Company.

ADVERTISING MANAGER FOR ACORN BRASS CO.

C. G. Howell has recently been made the advertising manager for the Acorn Brass Manufacturing Company of Aurora, Ill.

Mr. Howell will handle the publicity work for all the departments of the company, including their well known Thexton sealing machines, specialties, soda fountains, gas lighting appliances, etc.

Mr. Howell is an able and experienced advertising man, and will make the lines of the Acorn Brass Company even better known to the public than they are at present.

PALMER TAKES NEW POSITION.

William G. Palmer has assumed the position of New York manager of the advertising agency conducted by Charles W. Hoyt with offices in New Haven and New York. Mr. Palmer enjoys a very wide acquaintance among stationery and office supplies dealers throughout the country, as a result of his having occupied, for two years, the position of editor of Geyer's Stationer. While occupying this position he also took special interest in the development of the National Association of Stationers and Manufacturers.

The man who will not save as he goes keeps his nose to the grindstone.

COMPETENT EMPLOYMENT MANAGER.

The accompanying photograph is of Miss B. Zook, the head of the Employment Department of the Remington Typewriter Company's Chicago office. Miss Zook has shown the qualities of a manager to a marked degree ever since she entered the employ of the company in 1908.

Prior to that time Miss Zook had been with an employment agency which experience qualified her for the position she first held with the Remington Typewriter Company as assistant to Mr. Smith, who was then manager of the Employment Department of the Chicago office. From the very first Mr. Smith saw that in Miss Zook he had such an able assistant that he could leave the office in her charge while he was away on business with the assurance that

MISS B. ZOOK.

everything would be found in smooth running order on his return.

A year after Miss Zook was employed by the Remington Typewriter Company in Chicago her superior was transferred to another department and she was put in his place at the head of the Employment Department.

An article, contributed to "Remington Notes" by Miss Zook which will appear in the next issue of that magazine is entitled "Dependability—A Principal Asset of the Stenographer." Much has been said recently about the efficiency of the stenographer. Miss Zook, while recognizing the fact that mechanical efficiency in a stenographer is of great importance, subordinates the value of this quality to that of dependability which, as Miss Zook treats the term, spells loyalty to the employer and his interests.

When a man raises his business to a distinguished character he naturally seeks to stamp it as such.

Strathmore
Parchment

is the business stationery of distinction to offer those who have realized success and those who would.

Write for the Strathmore Parchment Test Book. It will show you and you can show others.

The "Strathmore Quality"
Typewriter Papers and Manuscript Covers

in ten grades—from Strathmore Deed and Strathmore Parchment down, together with two grades of Manuscript Covers, present the most perfect line for all purposes. It contains exactly what you need. Write for the sample book.

STRATHMORE QUALITY

Strathmore Paper Company
Mittineague, Mass., U. S. A.
Successors to
Mittineague Paper Company

L. C. SMITH MACHINE TAKES PRIZE IN INDIA.

In a letter from selling representatives of the L. C. Smith & Bros. Typewriter Company at Negapatan, South India, lately received, is conveyed the news that the L. C. Smith & Bros. typewriter secured the silver medal, constituting the highest award for typewriters, at the Mysore Dasara Industrial Exhibition.

The letter states that this is the first time a medal of honor has ever been awarded to any typewriter by this exhibition committee.

As a result of their decision, the machine was purchased by the Yuva Raja, himself, for use in his palace, and was adopted as the standard official machine of the Mysore Government.

USE DICTAPHONES IN BIG TRIAL.

In the trial of the McNamara brothers at Los Angeles on the charge of dynamiting the plant of the Los Angeles Times on Oct. 1, 1910, resulting in the death of a number of people, it is interesting to note that both the prosecution and the defense are utilizing Dictaphones in the process of taking and transcribing the evidence. In addition to this the official court reporters are using Dctaphones in getting out the transcript of all the testimony and court proceedings.

The Times-Mirror Company, publishers of the Los Angeles Times, are users of the Dictaphone.

Have something to say, then say it.—Robert Ingersoll.

MEMOGRAPH

"THE SILENT WITNESS"

Dealers Here's Your Opportunity

SIZE MEMOGRAPH
8½x5x2½ inches
SIZE WRITING SPACE
3½x3½ inches
ROLLED PAPER AND ROLLED CARBON USED IN THIS MACHINE

THE MESSAGE BEARER THAT NEVER FORGETS

Here at last is a perfect method for keeping memoranda, reporting telephone messages, issuing instructions, requesting information, and the many other daily needs of a busy office, formerly kept on loose pieces of paper, scratch-pads or on the unsatisfactory old style duplicating devices.

At one operation, the Memograph makes **one copy to be torn off and issued to the person interested, and another which is kept rolled up in the machine for instant reference, should the issued message or instruction be lost or questioned.**

THE PRICE IS SMALL

The price of Memograph is $5.00. It will save its cost in a month and will last practically forever.

Besides, the use of Memograph will teach your employees the need for accuracy. It will overcome the habit of forgetting. It quite prevents the possibility of important messages coming into your office, which are never delivered. It is an aid to efficiency, all along the line, because being so efficient itself, it sets a good example.

Money Refunded if Not Satisfactory

Write for circular

OFFICE APPLIANCE MFG. CO. Main Office and Factory **Providence, R. I.**

New York Sales Office: 200 Fifth Avenue, Room 459
Chicago Sales Office: 157 W. Adams Street, Room 350

3000 ENGRAVED STICKERS

PRATT BOOK STORE 1214 Fifteenth Street DENVER, COLO

For $2.00, Postpaid

Any wording—white letters on either blue or red background. Accurately die cut.

IMPORTANT SEND ME TO Vories Book & Stat'y Co. To Be Developed EASTMAN KODAKS AND SUPPLIES

Send for Samples and Catalogue

STANDARD ADVERTISING SPECIALTIES CO., 87 Griswold St., Detroit, Mich.

CROWN METAL CONSTRUCTION CO.

JAMESTOWN, N. Y.

Manufacturers of

4-Dwr. Vertical File

STEEL FURNITURE

STOCK FILING CASES
CROWN MODERN SAFES
FLAT and ROLL TOP DESKS
SPECIAL EQUIPMENT

Crown Modern Safe

THE PRACTICAL AND SANITARY FURNITURE FOR THE UP-TO-DATE OFFICE

WRITE FOR CATALOG No. 10

NEW SAFE CABINET DESIGNS.

The System Safe Cabinet Company of Chicago recently added to its line a drop-front safe-cabinet of forty units, providing also a stand on casters for its convenient moving about. This capacity is said to be

equal to two and one-half of the ordinary drawers. This cabinet is being used by leading concerns with success and receives much praise wherever introduced.

MORE ROOM FOR SHAW-WALKER CO.

The Shaw-Walker Company of Muskegon, Mich., recently bought five lots at the southeast corner of Michigan avenue and Hudson street, that city, where it already owned two lots in the same block. The Shaw-Walker factory is located in this block, which is now almost entirely owned by that company whose intention is eventually to cover the entire tract with additions to its factory.

he lots just purchased will be used as a lumber yard next year, however, but at that time the company will build another addition to its present plant, lengthening its machine room and cabinet making department with a brick annex 65 feet long, 75 feet wide, and three stories high. The new addition will cost about $6,000, it is anticipated.

The biggest addition to the plant this year, now nearly completed, is a three-story office building at the corner of Division street and Michigan avenue. This building has a 66-foot front, and is 66 feet deep. It is three stories high and of brick construction.

Work is now in progress in installing the heating system in the new building. The interior finishing and decorating is yet to be done. The company hopes to occupy the new structure by December 15 or January 1.

NEW ADDITION TO LINE.

The Office Appliance Manufacturing Company, Providence, R. I., manufacturers of the White Stamp Affixer, now have on the market another little device called the Memograph. The accompanying cut shows the Memograph ready for operation.

This machine is used for messages, memoranda and the like. While a machine of this kind is in use there will be no more messages forgotten, no more memoranda lost, or no more disputes over instructions received. For every message, memo or instruction given out to the person interested the machine retains the original. It is a very simple affair, containing two rolls of pencil or ink paper and one roll of carbon paper. One roll, which is the original, rolls lengthwise of the machine, and is held at both ends to rods having knobs so that it can be operated backward and forward. The other roll and carbon paper is crosswise, or at right angles to the original roll. This roll is the one from which the copy is torn. The machine contains about three yards of carbon paper. This is pulled from the machine and torn off whenever it becomes worn. It is estimated that the carbon paper will last for several months.

The operation of this machine is as follows: After writing your message or memorandum pull out the copy and tear from the machine. Then advance the original by turning the knob.

When wanting to refer to information contained in the original roll, simply turn knob in proper direction until the required information shows on writing table of machine.

The Office Appliance Manufacturing Company expect to do a big business with the Memograph. While exhibiting at the New York Business Show this fall this machine appealed to lawyers and doctors. Many new uses were suggested, and it is believed that it will fit into many places about the office.

CAN FIX A SELLING PRICE.

(New York Times, Nov. 4, 1911.)

Judge Ward in the United States circuit court upheld yesterday the right of the owner of a patented article to impose on retailers buying from him the condition that they shall not sell the article below a certain price.

The decision was given in overruling the demurrer filed by Charles A. Keene of 180 Broadway in the action which the Waltham Watch Company is bringing against him for an alleged violation of the purchasing contract in selling movements for less than its stipulated price. Keene received twenty days in which to file his answer to the complaint.

SYKES NOW IN TORONTO.

A. K. Sykes of the Canadian Typewriter Company, Royal agents for Ontario, is now located permanently at Toronto, Canada, as manager of the Toronto office of that company. Mr. Sykes says that the prospects for the sale of the Royal typewriter in his section are very bright.

A LIVE WIRE.

One of the live stationery concerns in Kansas City is the Kansas City Stationery Company of 808 Delaware street. This company was formerly known as Van Dorston's, but the present manager, E. R. Cross, whose picture is shown herewith, has taken over a controlling interest and is pushing business in strong fashion.

They have a number of fine lines, including Weis files and the exclusive agency

E. R. CROSS.

of the Weis "500" line. They also handle the Chicago Shipping & Receipt Book Company's line of looseleaf devices.

They have the exclusive agency for the Conklin fountain pen and the Strathmore quality typewriter paper made by the Mittineague Paper Company of Mittineague, Mass.

Their ribbon and carbon line is the well known Union brand.

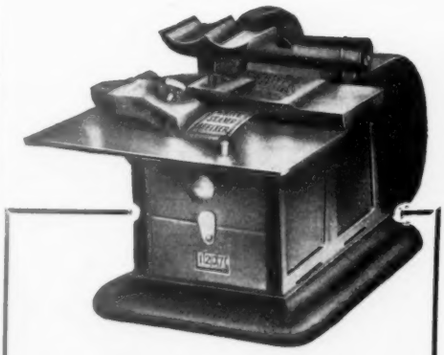
They have quite a complete stock of general stationery goods, and Mr. Cross' previous connections in the city have given him a wide acquaintance which insures a permanent success in his undertaking.

NEW "CLIPLESS" FOLDER.

The Clipless Paper Fastener Company of Newton, Ia., has recently sent out a clever folder on heavy stock describing and illustrating its two styles of "Clipless" paper fasteners. Five illustrations on the first page show how the papers are fastened from their own material without the use of any other fastening. On the next two pages the stand or desk machine and the hand machine are illustrated in actual size, while on the last page is a neat illustrated argument showing the advantage of using "Clipless" fastening when economy of filing space is a desideratum.

Both the stand and the hand machines now retail at the uniform price of $3.50 each. The company will be glad to correspond with dealers everywhere.

The best business builder is the wagging tongue of a satisfied patron.—Sheldon.



Two Years' Actual Test Proves the Supremacy of the

White Stamp Affixer

The foremost business firms throughout the country endorse The White Stamp Affixer because their *daily use of it for two years has proved its efficiency absolutely.* No other stamp affixer is backed by an *actual trial record* like that of the White Stamp Affixer.

In two years that it has been on the market, we have studied carefully the manufacture and operation of this machine, and today the White Stamp Affixer is the recognized Peer Stamp Affixers because it is built upon absolutely correct scientific principles—the result of observing its continuous service in the largest business offices.

Write today for catalog and prices.

DEALERS

This machine is sold under a rigid manufacturer's guarantee which will protect you and your customer in every possible way. We stand behind you unreservedly in every claim you make.

Inquiries are coming to us every day for a demonstration of the machine. *The man on the ground gets the business.* You are a live specialty man—get in touch with us at once. Good profit and quick sales.

Office Appliance Manufacturing Co.

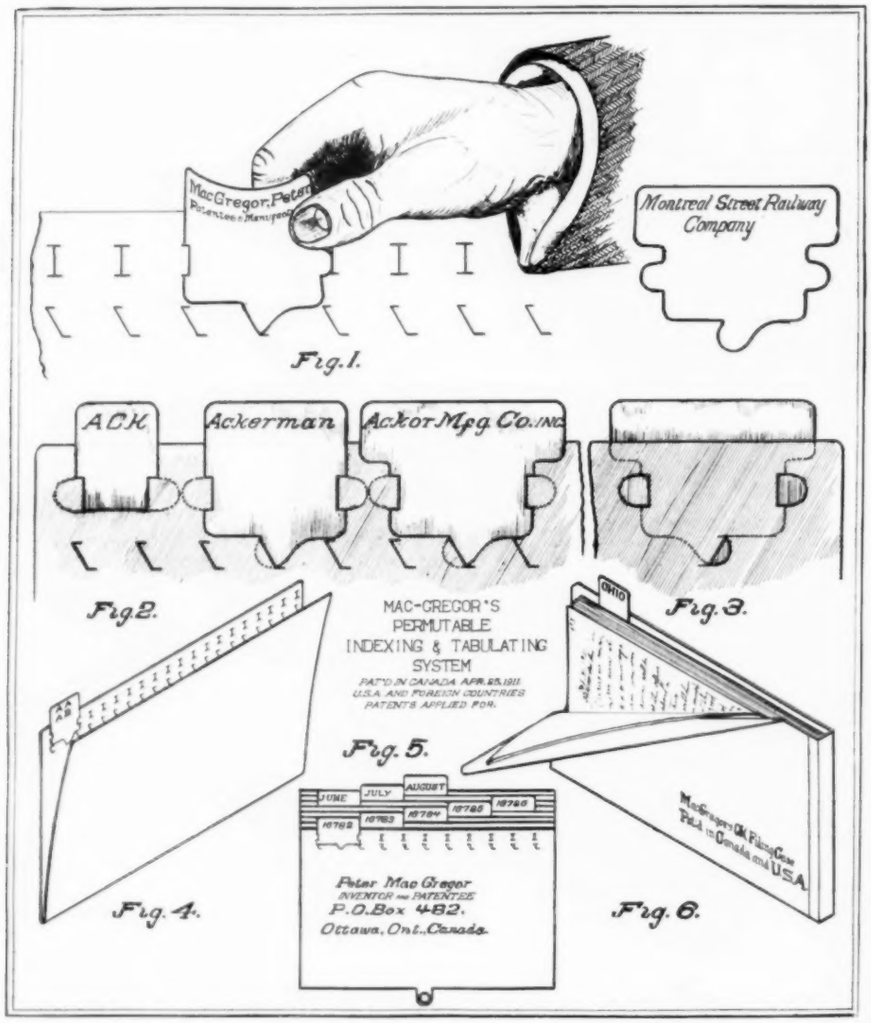
Main Office and Factory:
Providence Rhode Island

N. Y. Sales Office:
200 Fifth Avenue, Room 459

Chicago Sales Office:
157 W. Adams Street, Room 350.

INTERESTING REMOVABLE TAB SYSTEM.

he accompanying sketch represents the Permutable Indexing and Tabulating System as applied to vertical filing devices. It is the invention of Peter MacGregor of Ottawa, Canada. The cut shows the form and position of the slots which secure the indexing tabs. For small tabs with two points the double row of slots, only, are used; but for the larger tabs, where it is necessary to have a point on the bottom to prevent the papers and matter from catching on the tab, the lower row of slots are provided. When the three points are in position the tabs are securely locked and cannot be pulled off or pressed down. In the sketch three forms and sizes are shown which are at present in use.



This system of indexing and tabulating can be adapted to a great many other purposes which are not shown in the sketch, such as indexing and tabulating books and loose leaf ledgers, forming window advertisements, menus, score boards, etc. The tabs can be made from bristol or indexing board, celluloid or any suitable material. This system forms a very compact and flexible, and at the same time, an inexpensive system of removable and interchangeable indexing tabs. The slots can be arranged so that any number of divisions can be formed, such as 31 divisions for the days of the month, or 12 divisions for the months of the year.

Mr. MacGregor is the sole inventor and patentee of seven patent rights which he holds in the United States.

Combines Luxury With Business.

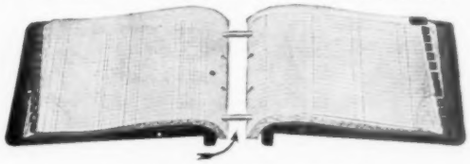
R. E. Beaubien, of the well known firm of Beaubien & Booth, Chicago, recently spent four months in the South, putting in his time in traveling from place to place in an automobile, the like of which was probably never seen before by the solid and conservative citizens of Dixie. Mr. Beaubien didn't go for fun—he went on business and got it—but he saw no harm in getting as much fun and fresh air out of the jaunt as possible; hence the automobile. And just accept our assurance that the Beaubien auto was some machine!

This car was specially fitted for the work it was to be called on to do. It had hampers for food and vacuum bottles for—hot coffee and cold ginger ale. There were guns for hunting where opportunity afforded and fishing tackle for fishing when the occupant wasn't after the festive customer for typewriter parts or pursuing the beasts of the field or the fowls of the air. Then there were tents for camping where the country offered suitable opportunities, and, last but not least, one of the seats of the machine was hinged at the back and formed on occasion, with blankets and other bedding, a most comfortable bed under the covered top of the machine when the weather was too inclement for sleeping under the tent on the ground.

Mr. Beaubien got a lot of business during his trip and came back feeling like a pony engine.

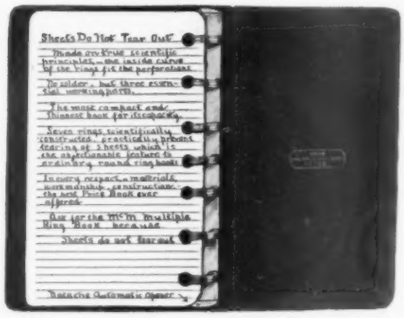
AN INTERESTING LOOSE LEAF DEVICE.

The cuts which appear herewith show two new devices recently gotten out by the McMillan Book Company of Syracuse, N. Y. These are the McM multiple ring book and the non-projecting post binder. The multiple ring book has seven rings, and it is claimed that this comparatively large number of rings gives great security to the sheets. The rings are concave, fitting the curve of the perforation, thus giving further security against tearing the paper.



McMILLAN POST BINDER.

The non-projecting post binder which is illustrated herewith is one of the company's new features this year and has many meritorious characteristics. It is a solid, well constructed binder, which opens freely like a book and has no posts to mar the furniture or interfere with the operation of the binder. At the same time it has liberal and sufficient leaf capacity. Its action is illustrated in the accompanying cut.



McMILLAN RING BINDER.

MAKES INTERESTING ADDRESS.

H. S. McCormack, president of the Business Bourse of New York, made an interesting address before the Technical Publicity Association at New York on Nov. 9. His subject was, "Getting Rid of Details in an Advertising Office."

Weis Sectional Bookcases

You BUY them reasonably so you can SELL them reasonably AT A LIBERAL PROFIT

Mechanically Perfect

Dust Proof

A wood panel covers the entire top of each book section. The door raises and recedes into a space above the Dust Shield and under the bottom of the next section.
The Dust Shield prevents door rubbing the book bindings.

Rigid

The bookshelf is a solid piece of seasoned, kiln dried hardwood; it does not sag under twice the weight of the heaviest books that could be placed into the sections.

Perfect Door Guide

The Weis Patent Door Guide is very simply constructed of steel.
It is **riveted through the Dust Shield,** insuring its rigidity. Absolutely positive in its action—the door can go **only straight forward and backward.**

Shipped K. D.-- Folded Flat (Hinged Ends)

The Section Ends of these cases are doubly hinged to the bookshelves. This makes assembling easy. Sections always align perfectly and are **square** when once assembled.
You save 45% of the frieght over the set-up style of cases.
You save 80% of the wareroom space.

Four Complete Lines Filing Devices

Aside from **Two Complete Lines** of Sectional Bookcases in all woods and finishes - Standard and Mission styles, we make **four** lines of filing devices, filing desks, etc.
All extensively advertised.
You will find both Catalog "D" (filing devices) and Catalog "E" (sectional bookcases) very interesting.

Write for catalogs of Bookcases and Filing cabinets—both free.

The Weis Manufacturing Company
162 Union Street
Monroe, Michigan

New York Office: 108 Fulton Street **(Address mail to factory)**

Weis Horizontal Filing Sections

Are the best value in point of size, capacity, material finish and size.

These sections were originally designed to stack up and intermesh with Weis Receding Door Sectional Bookcases. They are very handsomely designed, built substantially of Quarter Sawed Oak or Birch Mahogany, have greatest possible capacity and sell at reasonable prices.

Length (outside) 34 in., depth 15 in. Get our quotations.

Ever Popular No. 421 File

This solid Oak file is very widely advertised at a low retail selling price. This selling price allows the dealer a liberal margin of profit.

Built entirely of Oak or Birch Mahogany.

Drawer sides are full height, making drawers dust proof.

Roller bearings make drawers roll easily when filled to capacity.

Handsomely finished. Will give years of practical service in any office.

No. 421
A 'Leader' for Any Store

Weis Compact Sections "500" Line

Little Sections for Big Purposes

There are 28 kinds of sections—each for a separate filing purpose. Your customers can start with a single section and add as business grows.

These sections align with the Horizontal sections described above. Combinations of Horizontal and 500 line sections can be made to fit any wall space. Very compact — of greatest possible capacity.

Made in Quartered Oak and Birch Mahogany, velvet finished—all four sides. One of the four lines shown in catalog "D".

Weis Wants and Appreciates Your Business

No matter how large or small your orders, they will have careful and prompt attention at this factory.

Cooperation is our policy—not merely a theory. We help the dealers who sell Weis goods.

If you have not sold Weis goods it will pay you to get posted on these most salable lines.

The Weis Mfg. Co.

162 Union Street

Monroe -:- Michigan

New York Office: 108 Fulton Street

Weis "1220" Line

Better, Stronger Than Ever

One of the most complete lines of filing devices manufactured. Quartered Oak fronts and tops, sides and back handsomely paneled Plain Oak. Also made in all Birch Mahogany.

Drawers roll on roller bearing supports, which hold them horizontally when drawn from the cabinet.

Flanged front drawers with half height sides keep papers, catalogs, etc. clean and make reference easy.

Either with or without Panel Ends

Now furnished with removable ends at a substantial reduction in price.

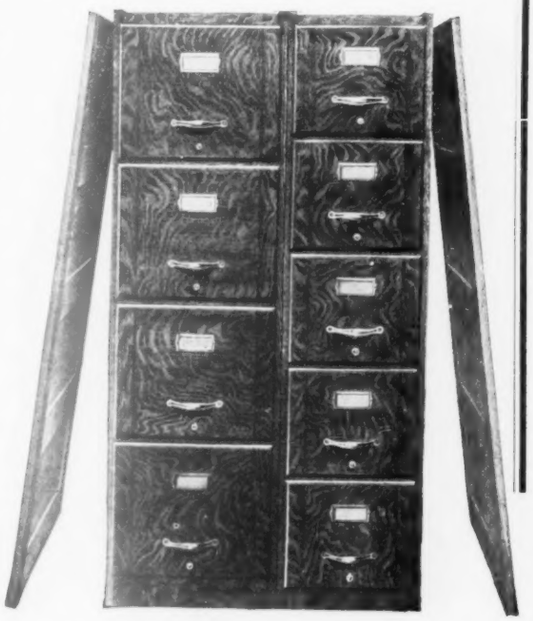
Any number of "skeletons" may be securely fastened together and finished with one pair of ends at a considerable reduction on price.

With Automatic Locking Device

No. 1220 line cabinets in any of the heights and sizes can be furnished with automatic locking devices to lock all drawers at one operation.

Furnished without locks when locks are not specified.

Get second edition of Catalog "D" for illustrations and descriptions of the complete line.



Choice of Nine Kinds of Filing Drawers-- in one Cabinet

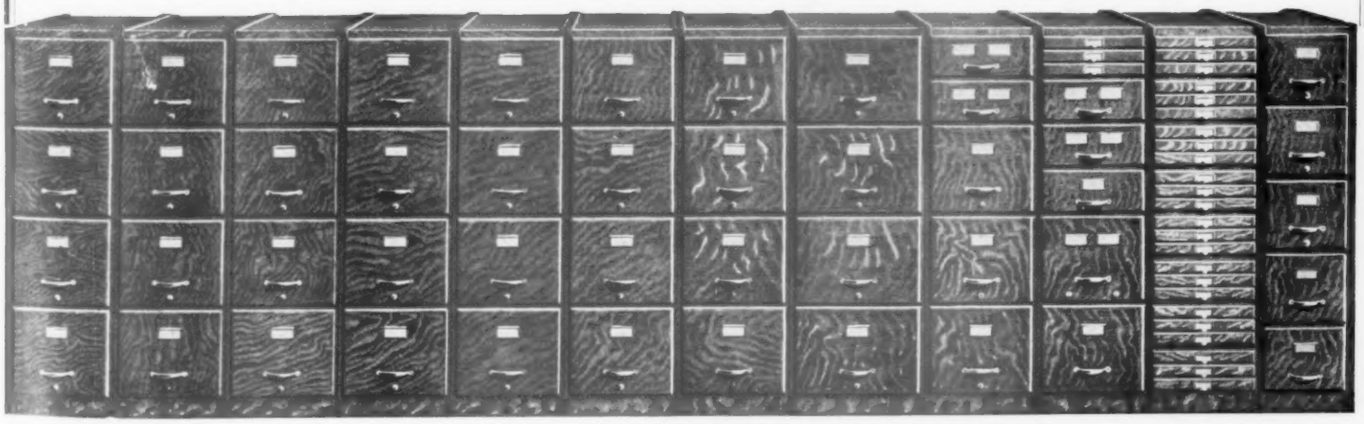
No. 1220 line cabinets, either with or without panel ends can be furnished with your or your customers' choice of nine styles of drawers for filing index cards, letters, legal blanks or electros, documents or vouchers, checks, blanks, etc.

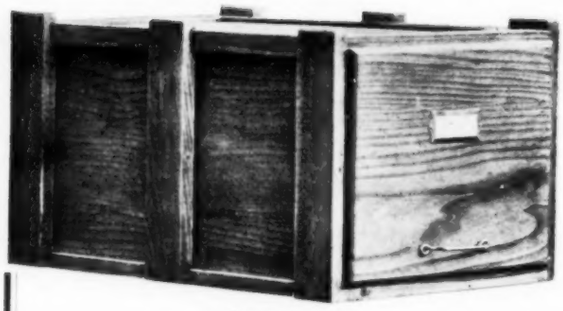
Get Catalog "D" and Investigate

The Weis Mfg. Co.

162 Union Street **Monroe, Michigan**

New York Office: 108 Fulton Street





Top Sections

Weis Sectional-All Hardwood -- Roller Bearing Transfer Cases

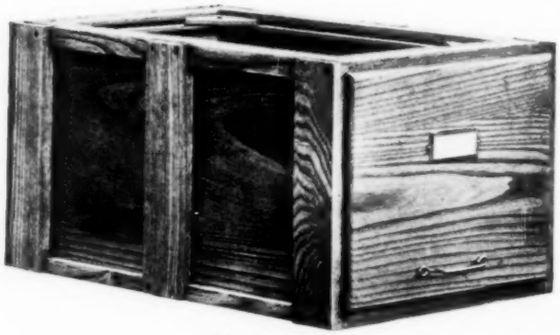
Letter--Legal Cap--Invoice 3x5 or 4x6 Sizes

This is one of the best selling lines of Transfer Cases. Built entirely of solid hardwood. Very substantially constructed to withstand the hardest possible usage. Transfer Cases are used harder and under more adverse conditions than any filing cabinet. Weis Transfer Cases are built for this purpose.

No Binder's or Trunk Board

Golden or Weathered Finish

Brass Pulls and Label Holders



Middle Section

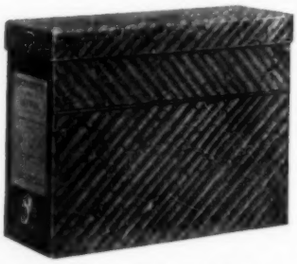
Made in Top, Middle and Bottom Sections.

Any number of Middle Sections may be stacked between one Top

Card Index Transfer Section

and one Bottom Section to make a complete Transfer File. Your ceiling only limits the height.

Sell Lasting--Satisfying Weis Transfer Sections



Fibre Board Vertical File Transfer Case. Capacities 4 and 5 in.

Your customers will appreciate your recommending this line.

The drawers operate as easily as the drawers of any good vertical file. The roller bearings are located at the points of greatest bearing.

We also have Fibre Board Transfer Cases of various kinds.

See Catalog "D" for complete line.

Bottom Section

Fibre Board Vertical File Transfer Case
Capacity—One whole Vertical File Drawer
Shipped K. D. Folded Flat

Dust Proof--Full Height Drawer Sides

When stacked together these cases are as dust tight as any ordinary vertical letter file.

The drawer sides are full height which not only makes these sections dust proof but prevents "dog eared" correspondence, folders, etc.

Sections Lock or Fasten Together

Any number of sections stack either horizontally or laterally. May be quickly and securely fastened together, forming a solid Transfer File, with the simple fasteners supplied with each section.

Get Catalog "D" and our Dealers' Discounts.

The Weis Manufacturing Company
162 Union Street
Monroe, Michigan
New York Office: 108 Fulton Street

HOLIDAY RETAIL STATIONERY AVDERTISING

By E. C. Beynon.

GENERALLY, storekeepers look upon December as being a banner sales month, and of course stationers anticipate making good sales during this month.

Christmas trade this year will no doubt equal or exceed that of previous years, inasmuch as everybody will have money to spend on account of the prevalent good times.

But what shall the people buy?

Many folks ask themselves this question preparatory to purchasing Christmas presents. Not a few ponder over the question up to the last minute, and, finally, buy almost any kind of present. But most people like to receive timely suggestions which will enable them to make up their minds about Christmas presents; consequently, retail stationery advertisements which suggest early in December the appropriateness of articles of stationery or certain office appliances as holiday presents, are especially timely.

Which is the best way of suggesting the purchase of a certain article of stationery in a holiday advertisement?

First, consider what people—professional men, working men, home folks, church members, school children, and others, will likely be the most interested in the particular article offered. The appropriateness of a bible or hymnal may be suggested to church members as a Christmas gift. An office chair or desk may be suggested as an appropriate present for office men, or to have in the home library. The people must be considered in holiday advertising similarly as they are in the stationery store, with the stationer suggesting such presents as seem the most appropriate for the customer or the recipient.

Second, in suggesting the purchase of stationery in a holiday advertisement, the wording should connect the goods with the holidays by talking them in a holiday mood, so the advertising will harmonize with the Christmas spirit. This is somewhat different than advertising an article for no occasion in particular or to people in general.

These special features, i. e., advertising the stationery as appropriate Christmas presents, suggesting to certain people a particular article which should especially appeal to them on account of their environment, and giving the advertisement a holiday spirit, are here mentioned first because at this time they are of paramount importance in advertising. There should be no difficulty in writing an advertisement accordingly. Even a common article, suggested to certain people as a Christmas offering and talked in a holiday spirit, stands a better chance for sales, than some article advertised in an ordinary way.

However, a retail stationery advertisement may go farther than to offer an article as a holiday present.

An earnest description of an article appeals strongly to people as a good reason for buying it. Stationers interested in their stock should have no trouble in writing good descriptions in their advertisements. Lack of earnestness more generally applies to clerks, as with the saleslady who said:

"I just can't sell this stock. At other counters, where I liked the goods, I made ready sales, but the goods on this counter do not interest me, and I only answer questions, instead of earnestly talking the stock."

Faith or interest in the goods leads to an earnest description.

Not a few retailers in different lines seem to believe that there is something mysterious or secret about advertising, and consequently defer action, awaiting advice, which they think will lead them into successful advertising at a single leap. Yet, for the most part, good retail advertising is nothing more than common sense and good business judgment "boiled down." True, an advertising expert can give pertinent pointers, or he may be able to write better retail advertisements than some retailers, but in many cases he does only that which the retailer should be able to do himself if he would set about it.

Old Man Tobias was of the kind who could do little writing. "Can't think of anything to advertise today," he would tell the advertising solicitor, even though he paid for regular newspaper space. "Just say, 'Watch for tomorrow's ad.'" Then on the morrow he would give in a mere list of stock, because he disliked writing any description.

In order to interest people in advertised articles, something which will interest possible purchasers must be said. A good description is one which explains special features of the articles, their quality, usefulness, value.

While a glance at heavily laden shelves may bring bewilderment as to just what to advertise, yet by selecting a single article—almost anything, and writing down its name at the top of a sheet of paper, the writing of the advertisement is started.

Let ue assume the line selected is looseleaf records. What can you say about them? "Any leaf can readily be removed at any time. Several clerks may work on the same book by each removing the section he requires. They are used in banks, in the store, and in offices of all kinds." Now, tell about the special kinds of looseleaf records in stock, how the leaves are inserted and removed, and how certain sheets in a current record may be withdrawn and placed in a permanent binder from time to time. Rewrite the description, eliminating unnecessary words.

Now select another article and write down a description of it while looking at it, the same as if talking the special points in the store.

A number of articles described in one advertisement are usually set by the newspaper in double-column width or treble-column width. The top of the advertisement is given a heading, displayed in large

Gratifying, Inexpensive Christmas Gifts for Ladies or Gentlemen

When it comes to buying something to give away, everybody wants it to be the best that can be gotten for the price. The following gifts of quality may be selected from our stationery stock. They are pretty, useful and inexpensive. Especially appropriate gifts for any member of the family.

Artistic Ink Wells
(Description, price, etc.) **$2.00**

Pen Trays
(Describe the several designs)

Letter Openers
(Explain about artistic handles, etc.)

Blotter Holders
(Describe kind of plating, shape, etc.)

Stamp Boxes
(Keeps the stamps so they can be found)

1912 Diaries
(Give sizes, describe usefulness)

Make an early selection, while the stock is complete.

(FIRM NAME)

type, following which comes a short text, which during the holidays may suggest the appropriateness of the articles as Christmas presents. Then follows the description of each article under its special heading or name. A description of two or more articles may be placed opposite each other in a double-column advertisement.

These features, however, are readily handled by the printer, for if the proprietor of the stationery store, or dealer in office appliances, furnishes the newspaper with copy containing a good description or the talking points of the articles to be advertised, together with a short introduction or text, he will be doing that which few storekeepers are doing, many of whom seem to be like Old Man Tobias.

Certain small articles of stationery may be grouped and advertised in one advertisement to the holiday trade, while a desk, office chair, book-case, or special office appliance may be advertised singly.

The outline advertisement here shown connects several small articles of stationery up with the holidays by suggesting their inexpensiveness as Christmas gifts. The articles are talked as being appropriate presents for either ladies or gentlemen, or for any member of the family. Small articles of stationery costing from one to two dollars are especially timely for holiday advertising. Nearly every stationer has numerous such articles and need but group them to advertise several of them together.

Besides the heading offering inexpensive Christmas gifts, the introductory text is written in the holiday spirit—is in harmony with the thoughts of the people. Introductions to retail advertisements are made interesting by the advertiser putting himself in the place of possible purchasers and writing a suggestive text such as will appeal to them.

The sub-headings, "Artistic Ink Wells," "Blotter Holders," etc., are made interesting by the stationer giving a pertinent description of each article—by reiterating the "talking points" of the different articles, explaining quality, shape, usefulness, quoting price, etc. The description helps sell the articles.

"Closing the sale," is generally accomplished at the end of the advertisement. In the present instance, people are requested to make an early selection, while the stock is complete. The sale might also be closed by offering a discount to early purchasers—with the prices quoted sufficiently high to permit this favor. Or, the several articles could be offered at a special price, as $5 for the lot, which would give readers the option of buying singly or collectively.

The accompanying outline or "dummy" advertisement will also give a stationer or dealer in office appliances a good idea of how his advertisement will look when set double-column width in the newspaper. Double or treble newspaper columns are necessary in order to set items side by side.

AN INTERNATIONAL LANGUAGE

Proposed union and bureau.

(From the Liverpool Courier, Liverpool, Eng., Nov. 2, 1911.)

Following an address delivered at Berne in 1911 by the distinguished scientist, Professor Wilhelm Ostwald, there has been established this year at Berne an international association whose immediate purpose is to take diplomatic action with the object of founding an international language union between several powers (including at least two great powers).

It is intended also to form an international language bureau, whose duty will be to act as the organ of the international union, and to further the introduction, development and application of an officially recognized international auxiliary language.

The international association has its headquarters at Berne, its honorary president being Colonel Emil Frey, ex-Federal councillor of Berne. The president is Dr. A. Gobat (Berne). The vice presidents are Professor Ostwald (Gross Bothen, Leipzig), Anton Waltisbühl, manufacturer (Zürich), and A. Rollier (Berne). The secretaries are Fr. Schneeberger, pastor at Lüsslingen, and H. Behrman, director of the official Bureau of Information at Berne. The rest of the committee includes leading men of science, commerce, industry, and administration. It is intended to form special committees for other States. All information concerning admission to the association, etc., can be obtained from the secretarial office at Berne. The association's bankers are the firm of E. von Büren von Salis, Berne.

The association will in the first place transmit an address to the Swiss Federal Council, asking the latter to ascertain from other States whether they are willing to assist in the summoning of an official commission of inquiry. This commission, aided by a document dealing with the international language problem to be prepared by the association, will conduct the preliminary technical investigations necessary for the alliance of as large as possible a number of States in an international language union. The formal foundation of this union and the creation of the international bureau which will act as its organ will be reserved for a diplomatic congress, whose final decision will be guided by the preliminary work of the above-named commission.

The choice of the international language to be officially adopted and recognized will not be determined by the association, but will be reserved for the international commission or its officially appointed experts.

The association is pledged to complete neutrality as regards the various systems of international language, and will welcome the advice and experience of its members in the carrying out of its work.

The association addresses itself principally to the representatives of science, industry, commerce, and transportation, together with the various State organizations connected therewith.

It is in these domains of human activity that the need for an international language is most keenly felt. The movement in favor of an international language, in so far as it remains within the reasonable limits of practical requirements, aims in no wise at the displacement of natural languages, but simply at the introduction of an auxiliary language, which will bring about a readier mutual understanding in the international relations of nations. Such an artificial auxiliary language has the advantage that it can represent our ideas with a logical clearness and universality of form which are unattainable by the words of our natural languages.

The wide field of artistic literature, with its delicate shades of expression, will always, however, remain the possession of our national languages.

From a technical point of view the problem of an auxiliary international language may be regarded as solved. There exist already several systems which prove indubitably that mutual intercourse, both oral and written, between people of the most different nationalities can be very much better conducted by means of an auxiliary language of simple and regular structure than by any natural language whatsoever.

The existing competition between different systems has had the beneficial effect of determining the fundamental principles on which a successful auxiliary language must be based.

But the time is now ripe for putting an end to the useless strife between rival systems. This object can only be achieved by an international authority, officially recognized by the various States and provided with the necessary powers.

To bring about such a consummation is the task of the association.

The question as to which system will be finally officially recognized and adopted is of secondary importance in comparison with the fundamental necessity of unification, without which the practical success of an international auxiliary language is impossible.

The "Sekretariat des Verbandes fur die Schaffung eines Weltsprache-Amtes" in Berne, Switzerland, will receive all applications for membership of the association.

The Tatum Current Ledger

Pressed Steel

Non-Breakable

SATISFIES EVEN THE MOST CRITICAL

Built for Service **Handsomely Bound**

¶ Fundamentally correct in construction. ¶ Remarkably simple in mechanism.
¶ Absolute perfection in operation. ¶ Quality beyond comparison.

Handle the "TATUM" line and eliminate your **Loose Leaf troubles.** Write for catalogue No. 27-B.

THE SAM'L C. TATUM CO.

Main Office and Factory,
CINCINNATI, OHIO

THE LINE OF TRUE MERIT
ESTABLISHED 1859
TATUM
TATUM

New York Office,
180 FULTON STREET

Makers of "The Line of True Merit"

QUALITY—SERVICE—COURTESY
is our slogan

Our SUPERIOR SOLID RUBBER TYPE

has been upon the market for eighteen years and enjoys the reputation of being the only thoroughly satisfactory Solid Rubber Type. Other devices for hand printing have come and gone and the Superior Solid Rubber Type remains universally acknowledged to be the best.

Catalogues for your counter distribution furnished upon request.

For Sale by all Reliable Dealers.

We manufacture and job a Complete Line of Stamp Shelf Goods and Accessories.

Line Daters and Numberers
Numbering Machines
Solid Rubber Type
Self-Inking Pads
(Excelsior, Woodruff & Superb)

Rubber Stamp Inks
Numbering Machine Inks
Price and Sign Markers
Time Stamps

Check Protectors
Ribbon Ticket Daters
Ribbons for Metal Wheel Daters
Stamp Racks
(All Styles)

Every dealer should have our catalogue of office specialties.
We are the largest jobbers in this line in the world.
We do not sell at retail

The Superior Type Company

32-40 So. Clinton Street
CHICAGO

Western Selling Agents for
Hill-Independent Mfg. Co.
B. G. Volger Mfg. Co.
Superb Stamp Pad Co.
Hamilton Mfg. Co.
Sigwalt Mfg. Co.

"MONARCH" ON THE MAINE.

THE MONARCH ON A BIG JOB.

A New "Raising the Maine" Photograph.

Raising the battleship "Maine" is not boy's play only so far as making out the reports of the progress of the work is concerned. The United States Government operator under the most trying conditions finds that the Light Touch Monarch is true to its word in that there is no "Three O'clock Fatigue," even when the machine and the operator are below sea level.

We are indebted to Harry E. Swan, Monarch dealer, Havana, Cuba, for this interesting photograph.

HOLIDAY FIRE HAZARDS.

Fire insurance hazards multiply during the holiday season, owing to special electrical displays, Christmas trees in stores and show windows, and a liberal use of cotton-snow and other inflammable decorations. Every merchant should be specially careful about fire hazards at this time, not only because of the danger of interfering with his trade at the most profitable season of the year, but because of his responsibility to the public through endangering the lives of the holiday throngs. The most serious hazard at holiday time is the Christmas tree filled with lighted tapers and likely to be overturned, and the hurried electric wiring put up for special displays. Trees should be installed so that they cannot possibly be overturned, and electric lights should be used in place of candles. The latter are always dangerous, especially after the tree gets dried out in a warm room. Electric lighting fires are due almost invariably to the practice of allowing employes not familiar with the electric hazard to install displays in show windows and other places. The wires are frequently run over nails, which wear off the insulation and start blazes, cotton batting and tinsel is allowed to come into contact with lamps and their receptacles, and circuits are frequently overloaded by special displays and thus made dangerous. The Boards of Underwriters are glad to pass upon all holiday electric lighting plans in order to diminish the losses from fire, and merchants generally should confer with their insurance men and should be certain that the electric wiring is done by competent men. Otherwise they may impair their fire insurance protection, as the policies provide that if there is a material increase in hazard, without permission, the insurance shall be void. The holiday season is a good time for merchants to begin to enforce "no smoking" rules, and to be specially careful about the prompt removal of boxes, paper and all inflammable rubbish.

TIME REGISTER FOR LETTERS AND ORDERS.

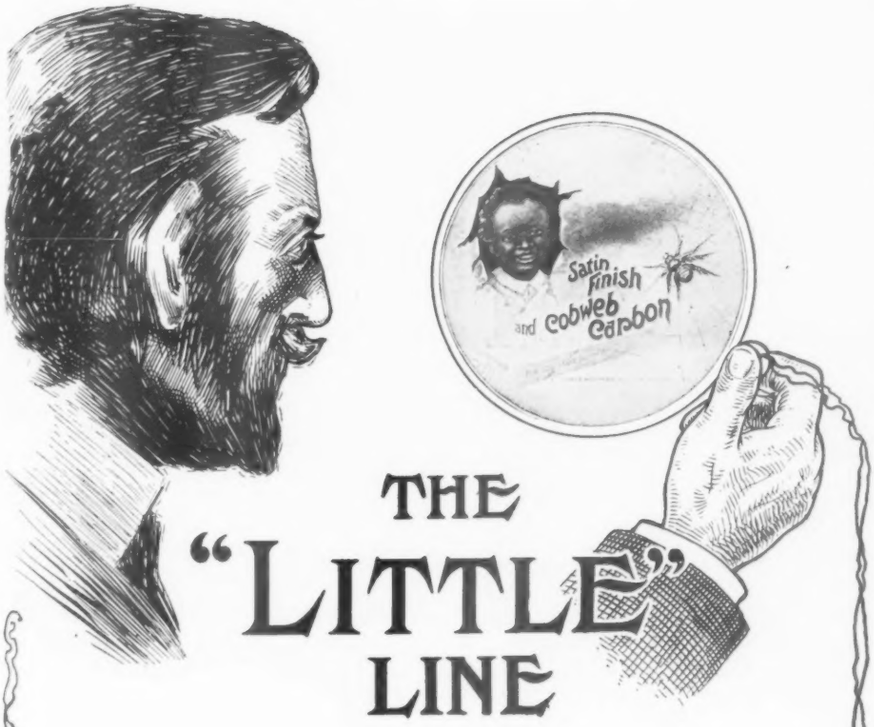
The Follett Time Recording Company, who have an Eastern office at 675 Hudson street, New York City, and a Western office at 126 Russ building, San Francisco, California, manufacture and supply dealers with a device called Follett's New Model Time Stamp. It is intended for the office, and keeps an accurate account of when letters, orders, contracts, etc., are received and when they are sent out; thus disputes which may arise on account of time may be overcome entirely by the use of this time stamp. This machine records every minute of the day or night. It is said to be automatic and to require no attention from the manipulator from a mechanical standpoint.

A liberal proposition is offered to live and responsible dealers and agents, and the company are anxious to hear from such.

CONVENIENT TYPEWRITER DESK.

The desk cut shown herewith, displaying a typewriter in the raised drop, is an illustration of one of the Evansville Desk Company's special designs. The factories of the company at Evansville, Ind., are crowded to capacity turning out desks, both roll top and flat top, and typewriter desks. The one shown in the cut is No. 533. It is a durable, elegant and serviceable desk and is of moderate cost. Its length is 55 inches; depth, 32 inches, and height, 30 inches.

NEW EVANSVILLE DESK.



THE "LITTLE" LINE

is always before the eyes of those users who are content with nothing short of the best.

"Cobweb" and "Satin Finish" carbons are famous for clear impressions and durability.

"Satin Finish" and "Gold Seal" typewriter ribbons are renowned as the ultimate in typewriter ribbon efficiency. Their uniformity of color and of texture, and their non-filling qualities give them a special standard all their own.

DEALERS

Many dealers have built up their business on the "Little" line. Samples and prices will be sent on request to interested parties.

A. P. LITTLE

Main Office and Factory

ROCHESTER, NEW YORK, U. S. A.

Branch Offices:

NEW YORK, PHILADELPHIA, PITTSBURGH, CLEVELAND, WASHINGTON, D. C.

Distributing Offices:

For Chicago and the West:

ROCKWELL-BARNES CO., CHICAGO

For London and the Continent: Wm. Hoare & Co., 28 Basinghall St., London, E. C.

For Australia: Stott & Hoare, 426 Collins St., Melbourne.

The New York Office is a spacious ground floor at **287 Broadway, Cor. Reade St.**, the largest, finest and best equipped office in the world devoted solely to Typewriter Supplies. Dealers, Typewriter Men, Purchasing Agents always welcome.

If You Don't Know About the

Cesco

Loose Leaf Sample Proposition Now Is the Time To Investigate.

REALIZING the importance of having our dealers fully equipped with a complete line of samples, we have made up an outfit complete in every detail—from the small vest pocket Memo Book to the high-grade Ledger Outfits. Included also is a nicely bound set of commercial forms, window cards—advertising matter—in fact, everything that is needed to fit up a modern Loose Leaf Department. All of these devices are of the well known Cesco grade, recognized as the standard for quality, material and finish. Many stationers by prominently displaying these bright new samples have secured enough business the first week to pay for the outfit ten times over. To get this complete equipment you are not asked to pay a fancy price—in fact, the amount does not even cover our cost. This is your opportunity with but a trifling investment to put yourself in a position to compete with dealers who carry a stock of similar goods representing hundreds of dollars. We want to tell you more about the exceptional offer—why we are making it—what the outfit consists of, and how you can examine it in your store without a penny's expense. No easier or more economical way could possibly be arranged for you. Write today for full particulars.

SEND FOR THIS CATALOG

If you have not a copy of our complete catalog send for one today—it contains the most complete and up-to-date line of devices and forms on the market.

Our Steel Ledger is the standard by which all others are measured. Its GUARANTEED for ten years.

METAL PARTS FOR BOOK BINDERS AND EXPORT TRADE

A complete machine shop equipped with special machinery enables us to produce metals at exceptionally low rates. We solicit an opportunity to quote the larger buyers. Samples and metel part price list on request.

The C. E. Sheppard Co.

MANUFACTURERS OF

LOOSE LEAF SUPPLIES

82-84 Fulton St. NEW YORK

CHICAGO—157 W. Randolph Street
PHILADELPHIA—716 Chestnut St.

ONE CENT EACH

DATE ..... PERSON ..... FACTORY .....

SALESMAN ..... ORDER ..... BURNER .....

THE ELLIOTT COMPANY
143 ALBANY STREET
CAMBRIDGE MASS

LETTER ..... RATING ..... ELEC. LT. .....

B. REF. ..... POWER ..... TELEP. .....

This is the new Elliott Addressing and Office Record Card *Combined*

When these cards are run through the Elliott Addressing Machine the name and address on each card is automatically printed on your circulars, statements, shipping tags, pay envelopes, etc.

The price of one cent includes the *complete* card with any three-line address cut to order by us.

Since the cards are made of *fiber*, we can print them so you can write on them and they will take the place of your office record cards.

No *metal* plate in the world can be printed or written upon like this.

Catalog and details from

The Elliott Addressing Machine Company, Cambridge, Mass.

TO OFFICE APPLIANCE DEALERS

If you recommend the Elliott System to your customers and secure a trial order, we will pay you a commission when your customer pays us.

You carry no stock, devote practically no time and take no risk. We ship, bill and collect direct from the customer and want your influence only.

BE UP TO DATE

Keep posted regarding all new office devices and equipment. Subscribe for

OFFICE APPLIANCES

$1.50 a year; foreign $2.00. Trial subscription in the United States, 4 months, 50 cents. Subscription agents write for our liberal commission offer.

THE OFFICE APPLIANCE CO.

303 Dearborn Street • • CHICAGO

PATENTS

Trademarks and Copyrights

Send your business direct to Washington. Saves time and insures better service.

Personal Attention Guaranteed
25 Years' Active Practice

Specialty:—Typewriting and Adding Machines

Address E. G. SIGGERS

Suite 31, N. U. Bldg., Washington, D. C.

NEW CONCERN IN KANSAS CITY.

The Office Appliance Company, with M. L. Poundstone, President and Manager and I. E. Beers, Secretary and Treasurer, is one of the more recent firms of its nature in Kansas City. Their offices are located in the Ricksecker building, Ninth and Walnut, in the heart of the business section of the city, and it is the only firm in the city which handles only such goods as pertain to the office records.

They handle the Proudfit Loose Leaf Devices, Chicago Binder & File Products, Le Febure X-Ray Ledgers and Indexing Systems, the New Standard Loose Leaf Company's line of memo books, the Transo envelope and the Wabash line of filing devices.

Mr. Poundstone has handled the Proudfit line as their branch manager for the past two years with a considerable degree of success. He has also had charge of the local business of the Chicago Binder & File Company, the LeFebure Ledger Company and the Transo Paper Company, but with the organization of the new company to handle these lines and such additional lines as may be taken on from time to time will come an added growth that is always the result of concentration and organization.

M. L. POUNDSTONE.

LONDON CONCERN IN LARGER QUARTERS.

On and after December 25 the Gem Supplies Company, Ltd., now at 22 Peartree street, Goswell road, London, will be located at 67 Southwark street, E. C. This removal is made necessary by increased business.

An American consul in Mexico reports that a business house in his district is in the market for quantities of mourning paper and envelopes, and is desirous of forming connections with firms in the United States to supply these articles. Manufacturers desiring to communicate should write to the Bureau of Manufacturers, Washington, D. C., and mention file No. 7501.

NEW FOUNTAIN PEN FILLER.

The Sanford Manufacturing Company of Chicago has within the past few months put upon the market a new and interesting device which has for its purpose to fill fountain pens without the use of a dropper. The illustrations shown herewith make

SANFORD FOUNTAIN PEN FILLER.

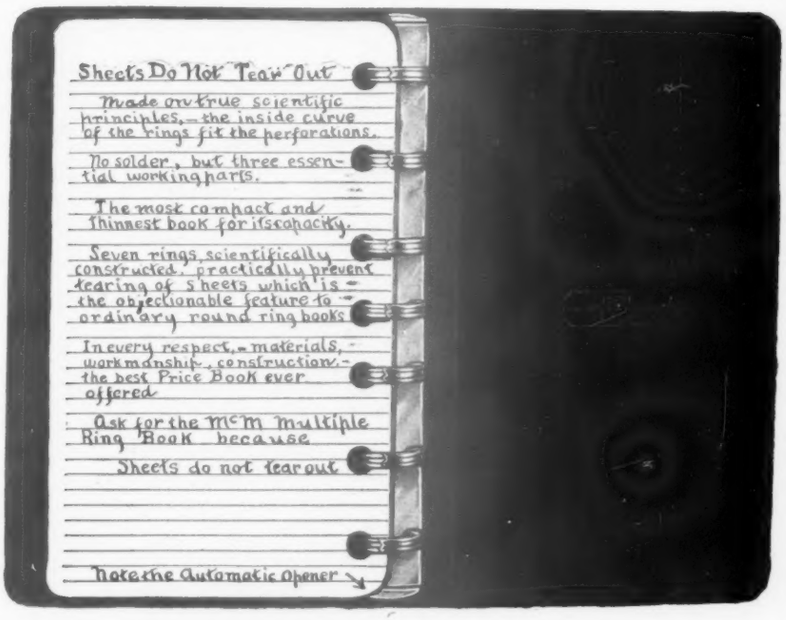
plain the method of use. By pressing the rubber bulb with the forefinger, the ink is forced from the small rubber spout into the pen. By the use of this filler the trouble of unscrewing the cap and filling the dropper before the pen can be filled is eliminated. By the use of the new Sanford fountain pen filler, there is no trouble caused by bubbles forming inside the pen.

FILLING THE PEN.

This new filler, although it has been on the market but a short time, is already proving very popular and will without doubt develop a very large sale among stationers throughout the country. It is a new article of distinct and decided utility and should receive recognition as such.

TAKES ROYALTY RIGHTS FOR EUROPE.

The Simplex Letter Opener, G. M. B. H., No. 72 Mott street, Berlin, Germany, has acquired the royalty rights covering continental Europe on the Simplex Letter Opener, and will take charge of all matters pertaining to this device in that field.



The McM Ring

Fitting the curve of perforation

McM Multiple Ring Book—Sheets Do Not Tear Out

Ordinary Ring

Touching perforation at but one point

PRACTICALLY the security against tearing sheets possessed by the old sewed book coupled with flat-lying and interchangeable sheets has been developed by scientific construction of the McM 7-Ring Book.

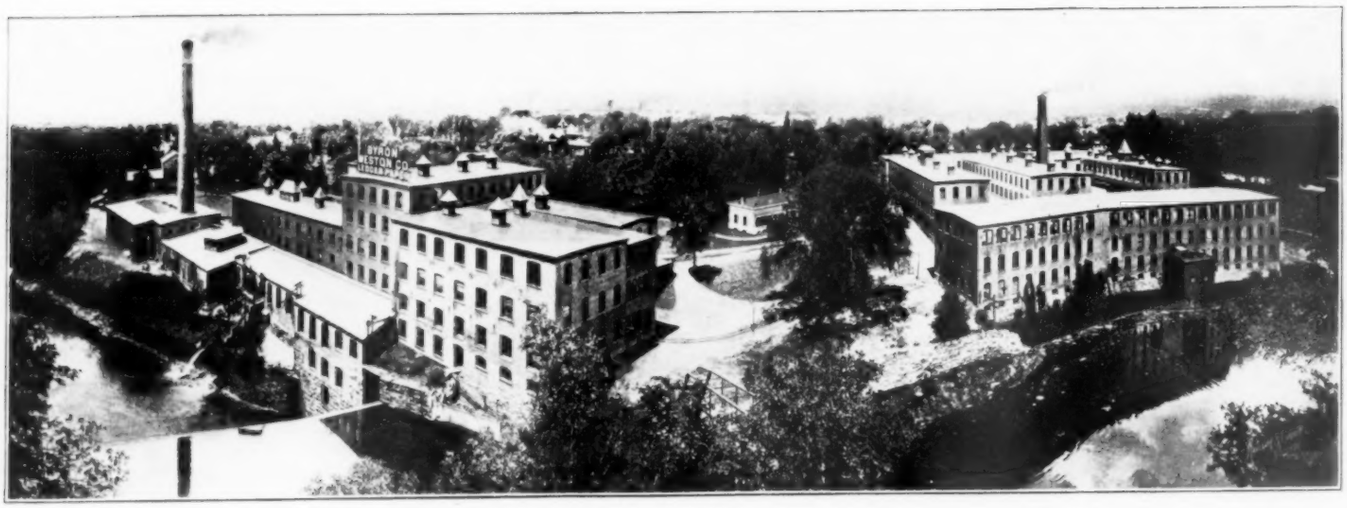
Sheets tearing was a radical fault requiring a radical remedy which did not lie within old standards, so new standards had to come; three rings were insufficient to furnish security against sheets tearing, so seven rings were used; the ordinary round wire ring was not correct in principle so another form was adopted.

Incidentally the book is ⅛" thinner than any other of its sheet capacity, has cloth lined and stayed pockets, has an automatic opener, has but three essential working parts in its metal, all contributing to Ring Book Perfection,—but the real, the essentially important thing is,—Sheets do not tear.

These Books are sold by Stationers, and we are telling 500,000 business men about the Big Idea—BECAUSE SHEETS DO NOT TEAR OUT.

McMillan Book Co., Syracuse, N. Y.

NOTE: If you will keep in mind that loose leaf books are not to be regarded as "books' in the old sense, but as "Office Fixtures", you will understand why all McM products—30 different devices and 981 stock sizes—are made for permanent wear with extraordinary materials and painstaking workmanship—they are Office Fixtures.



MAMMOTH PAPER MANUFACTURING PLANT OF THE BYRON-WESTERN CO., DALTON, MASS.

BYRON-WESTON COMPANY ENLARGES PLANT.

To meet a marked increase in the demand for its linen record, ledger and bond papers, the Byron-Weston Company of Dalton, Mass., has recently enlarged and greatly improved its plant. A 1200-H. P. steam turbine and an up-to-date electrical equipment amounting to 2500 H. P. have been installed. The latter consists of 400 H. P. synchronous motor, eight induction motors of from 10 to 350 H. P., 18 direct current motors and two direct current generators of 30 and 100 H. P.

Byron-Weston linen record paper, B-W Defiance bond and Byron-Weston new hinged linen record paper for loose-leaf books, now constitute the product of this company.

The new "hinge" is made by a patented process of manufacture which gives a perfect flat-laying paper without a wavy edge. It can be incorporated in any width and placed in any part of the sheet. The surface is in no way affected and the treated section can be ruled, written on or erased as well as any other, making a consequent saving in paper. The hinged record paper will be carried in all loose-leaf sizes and weights.

A cordial invitation to visit Dalton and inspect this model plant in "The Paper Valley of the Berkshires" is extended by the Byron-Weston Company to all friends in the trade.

NEW LINE OF SANITARY DESKS.

While relating some of the queer incidents of the desk manufacturing business, Manager J. Dornette, Jr., of the J. Dornette & Brother Company, Cincinnati, O., said:

"It is strange how hard it is to meet the wants and ideas of all kinds of desk users. Now, in this factory, we have been building desks of all kinds for more than thirty years, and in that time have made desks from hundreds of different designs to meet the changing wants of the trade; changing from time to time to meet the demand and the views of our customers. In our latest catalogue we show more than ninety designs in rolltop, flattop, typewriter, standing desks, office tables, etc., and yet there is scarcely a day passes that we are not in receipt of an order for a desk along some peculiar lines that we do not carry in stock.

A NEW DORNETTE DESK.

"For instance, one customer desires some different arrangement of the interior. Another wants the drawers arranged differently. Some want separate locks on the drawers, while others want a shade lighter, or a shade darker finish, and so on, until the list seems almost, if not quite, interminable.

"Of course we try to meet every desire, but as it takes additional time and labor to make special patterns or finishes, it is necessary to charge more for the desk, to which quite a number immediately demur.

"It would require a warehouse as large as Madison Square Garden to keep in stock desks to suit everybody's ideas. Only the other day a buyer for an out-of-town house dropped in, and said he would like to look over our 'samples,' and was immediately taken to our show room, where we carry a couple of dozen of our high-class desks, which the customer examined thoroughly and expressed himself as highly pleased. Then he pulled a catalogue from his pocket, containing pictures of desks made in another city, and wanted to be shown desks made along those lines. As we make a desk of the design wanted, he was informed that we did not have any 'finished' but if he would go up into the stock room we would show him the desk in the 'white,' and he was taken through the factory to the stock rooms and shown thousands of desks in all degrees of construction, and was informed that it would take a week or ten days to 'finish' the desks, when ordered. He said that we ought to have all classes of desks in our catalogue in stock and ready to ship at a day's notice. Now, if he had stopped to figure a moment, he would have seen that a warehouse five times as large as our factory would be re-

SIDE VIEW OF RIPPLE'S STATIONERY STORE, MARTINSBURG, W. VA.

quired to hold the desks, and that many thousands of dollars would be tied up, not to mention the fact that it would be impossible to forecast what pattern would be in demand by the trade.

"We make large numbers of desks for the foreign markets, which are shipped 'K. D.' in the 'white,' but in this we have an advantage over the domestic trade, in that these are in standard patterns and are not made to suit every whim of every customer.

"There is our latest pattern of sanitary roll-top desk, which is massive in appearance, and gives the look of substance to an office. It is made in the highest class of workmanship, and its construction is along the lines of the latest scientific ideas of sanitary experts. The finish is the best made, and the hardware is of the highest class. That desk is right up to the minute, and it is safe to say that it will not be long, before some buyer drops in who will admire it, and ask for something different in construction.

"It is hard work to please all, but we have been at it for more than thirty years, and we intend to keep on trying to please and keep up-to-date with our product as long as we remain in the business."

LIVE OHIO CONCERN.

E. C. Foster, formerly secretary and manager of the National Blank Book & Supply Company, Akron, Ohio, is now doing good work as manager of the Foster Office Supply Company, Akron. He handles office furniture, typewriters, filing systems, and practically everything else designed for office use. Mr. Foster expects to pull off some big deals in the near future.

INTERESTING SOUTHERN STORE.

The accompanying picture shows a right-hand side view of the stationery store of J. Melvin Ripple at 116 N. Queen street, Martinsburg, W. Va. The store is neatly and conveniently arranged. In the rear is a rest-awhile room fitted with Brussels carpet, comfortable leather upholstered chairs and a mission library set. In this room is also telephone service and lavatory. The ladies use the room as a place in which to meet their friends. Daily papers and magazines are also furnished.

This is a new idea in the fitting up of a stationery store and it is conceivable that it might prove to be a profitable feature for other stationers.

MARKETS FOR ADDING AND CALCULATING MACHINES.

A series of comprehensive reports from all the countries of the world on the sale of mechanisms for adding, competing, etc., have been furnished by American consular officers. These reports will not be published, but the manuscript will be divided into continental groups and loaned in rotation to all firms interested. Applications therefor should be made to the Bureau of Manufactures.

A THANKSGIVING WINDOW.

The illustration shown herewith is a Thanksgiving window display, showing Monarch typewriters. The display was made in a store window of Richardson & Bishop, Ltd., Monarch dealers at Winnipeg, Canada.

THANKSGIVING WINDOW DISPLAY OF MONARCH TYPEWRITERS IN STORE WINDOW OF RICHARDSON & BISHOP, LTD., WINNIPEG, CANADA.

5 5

Let

FRATCHER

Figure For You

He has the most marvelous Calculator in existence in

FRATCHER'S INSTANTANEOUS CALCULATOR

A system which figures any problem in multiplication or division—figures discounts, chain discounts and net discounts on your bills—handles fractions as easily as whole numbers—figures costs, percentages, invoices, payrolls, bank interests, decimals, large numbers, etc. In fact does everything you are obliged to do in multiplication or division, and does it in one-tenth to one-half the time generally taken.

It prevents all mistakes in your book-keeping department.

Fratcher's Instantaneous Calculator is a set of tables, three pages of whole numbers and three of fractions, printed on heavy, tough, check cardboard, bound in heavy Buckram, size 13x15"—weight 3 lbs. Note the convenient size, and little space it will occupy. There are no wheels to revolve, no keys to strike, no mechanism to get out of order, and consequently no possible chance for errors.

With the use of sliding indicator all ordinary calculations are instantaneous.

Its rapid calculations, its simplicity and its wonderful accuracy is attracting the attention of the entire business world, and it is bound to revolutionize all present methods of calculating.

It requires no special operator, and proves as it caculates.

In taking inventory it will do the work of four men.

Think a moment—A system that will accomplish the above and only costs five dollars ($5.00)

Better write to-day for complete particulars or better still fill in the attached coupon and mail to us at once.

FRATCHER'S INSTANTANEOUS CALCULATOR CO.
DETROIT, MICH.

Attached you will find $5.00, for which please express us, charges fully paid, one of your Fratcher's Instantaneous Calculators. We agree to test this system out thoroughly, and if does not do all you claim for it as above outlined we will return same, express prepaid, and you are to refund the purchase price.

Signed .....
Name of Company

City .....

State .....

5 5

CORNER IN BUSINESS EQUIPMENT SHOW OF H. PROBYN AT LEEDS, ENG.

BUSINESS SHOW IN BRADFORD, ENGLAND.

H. Probyn, a prominent business systems expert of Bradford, England, held an exhibition of labor saving office appliances at Mechanics' Institute, Oct. 16 to 24, inclusive. The exhibition was open each day from noon until 9 p. m. This was the second annual event of its kind and was a pronounced success. The Bradford Daily Telegraph showed its enterprise and appreciation of the importance of the event by devoting several columns in its issue of Oct. 17 to a detailed description of the various exhibits.

Among the concerns whose goods were exhibited and demonstrated, the following are well known to the readers of this magazine:

Burroughs Adding Machine Company, International Correspondence Schools, Shaw-Walker, Ltd., the Dictaphone, the Protectograph, and Monarch Typewriter Company. Other exhibitors included Walter Johnson & Co., Mackenzie-Schiff Addressing Machine Company, Rotocopy Rapid Letter Copier, Dixon Institute of Advertising & Salesmanship, and Halsby & Company.

An illustration of part of the hall appears on this page. Great credit is due Mr. Probyn for his energy and enterprise, which makes possible the success of these interesting little exhibitions.

HENDERSON DESK COMPANY SHOWS INTERESTING PRODUCT.

The sanitary flat top drop typewriter desk No. 339 at a moderate price is one of the recent products of the Henderson Desk Company of Henderson, Ky. This desk is built in the sanitary model with three drawers down the right hand side. Above the drawers is the usual slide. The writing bed is five-ply built up stock. The cut shown on this page gives an idea of the appearance of this desk.

NEW STYLE HENDERSON DESK.

Ribbon Points

Most Typewriter Supply Dealers test the ribbons of the various manufacturers before finally arriving at a decision as to which is the best for their trade. A Ribbon Dealer that is SATISFIED is not as a rule inclined to change the source of his supply, and he is wise in hesitating.

What we want to do is to get the attention of those who are *not satisfied.* We want our ribbons tried by those having trouble, who received JOINED ribbons, ribbons WRONGLY MARKED, ribbons that CUT FULL OF HOLES, ribbons that are SHORT in LENGTH, and that FILL the TYPE, SMEAR the letter and in short DO NOT GIVE SATISFACTION.

These are the people that will appreciate a TRULY HIGH CLASS ribbon, one that will WEAR WELL and produce sharp, clean writing that will create a favorable impression with the recipient of your letter.

While we are not infallible, we have given so much attention to putting our ribbon department up on the basis of as near perfection as possible that we KNOW OUR GOODS CAN BE ABSOLUTELY DEPENDED UPON.

For the OLIVER and BILLING machines we feel we have without question NOT ONLY the BEST, but ribbons that will give ENTIRE SATISFACTION.

Our business has been built by the quality of our production and we are working harder than ever before to produce quality of the highest.

To BONA FIDE dealers we will be pleased to forward samples and submit quotations upon ribbons under our own name, in plain boxes or in special boxes to suit the dealer.

SPECIAL spools for the Underwood, Remington Visible, Smith Premier Visible, Fox, Royal, Bar-Lock, etc.

We offer MORE CO-OPERATION than any OTHER MANUFACTURER. Write for our FACTORY REPRESENTATIVE PLAN.

COLUMBIA RIBBON & CARBON MFG CO.
Columbia
CARBON PAPER
TYPEWRITER RIBBONS
NEW YORK, N.Y. U.S.A.

111-113 West Broadway
New York, U. S. A.

ELLIS $ TIME STAMP

SAVES Time, Money, Trouble and Disputes

Only Moderate Priced Automatic Time Stamp on the Market — GUARANTEED FOR ONE YEAR. **READ THIS:**

WESTINGHOUSE ELECTRIC & MFG. CO., 171 La Salle Street, Chicago.

Chicago, Ill., Jul 1909

Ellis Time Stamp Company, 87 Fifth Ave., Chicago:

Gentlemen—In response to yours of the 27th, the Ellis Time Stamp we have had in use at our Chicago office for the past six months is giving entire satisfaction. This fact is emphasized by the additional orders you have received from our other district offices. Yours very truly,

WESTINGHOUSE ELEC. MFG. CO., W. P. Gaylord, Manager.

DEALERS — You can use it and sell it too. ORDER TODAY.

ELLIS TIME STAMP CO.

Metal Specialties to Order. Send for Estimates. **115 No. Fifth Ave., Chicago**

"THE DETROIT"
Almost Eliminates Time
Mr. Dealer that is the reason the sales of the famous "The Detroit" Coin Wrappers has doubled in the last two years. Are you getting your share of the business? Write for advertising matter.
The Detroit Coin Wrapper Company
371 Harper Ave., Detroit. Toronto, Ont.

THE REX CO.,
Established Dealers in Office Supplies and Agents for an American typewriter,
VIENNA, AUSTRIA
are always ready to consider agency propositions from American manufacturers.

P. CASTELLI & CO.
Via Dante 4, Milan, Italy
with splendid offices and show rooms are open for exclusive agencies for Italy and Colonies in all new and practical office appliances. Best references.

F. W. HEYTHEKKER
Office Appliance Dealer in
AMSTERDAM HOLLAND
Specially organized for the sale of small attractive crticles, furniture, etc. Will be pleased to receive aatalogs and prices from manufacturers. Sole dealerships preferred. Wholesale and retail.

Office Appliance Manufacturers
who want active representation by an established house in Argentine Republic, the most important market in South America, should write to
BILLIET & CIA.,
361 Reconquista BUENOS AIRES

HUNGARY
Glück M. Ödön
Budapest, VI.
Liszt Ferencz-tér 18.
is always open for novelties as Dealer or Agent.

Do You Want to Talk—

to thousands of wide-awake and alert business men each month?
Would you like to tell them what you make?
Would you like to have them help you find that man or material you want in your business?
Would you like to get inquiries at the smallest possible cost?
Here's the way—through the Classified columns of

BUSINESS

(The Magazine for Office, Store and Factory)

The Classified pages of this publication will bring you high class inquiries. BUSINESS readers are not curiosity seekers. Every reply you get is half a sale.

Headings such as Help Wanted, Business Opportunities, Agents Wanted, Letter Specialists, Investments, Coins, Collections, Typewriters, Patent Attorneys, Printing, Salesmen Wanted, etc. Why not begin NOW and talk to these thousands of men each month. The cost is but 75c a line; not less than 4 lines accepted. Send Copy and Order to

The Classified Department of
BUSINESS
The Business Man's Publishing Co., Ltd.
DETROIT MICHIGAN

CENTER SHAFT PENHOLDER AS ADVERTISING NOVELTY.

The Center Shaft Penholder Company of Hanover, Pa., is making up designs of its well known line on order with firm names imprinted thereon as advertising novelties. Heretofore the company has had no chance to push this end of the business, but finds that there is an enormous demand in this field, which it expects soon to be able, with increased manufacturing facilities, to take care of. The penholder cut which appears on this page is the No. 201 penholder with an advertisement thereon.

The finishes of the Center Shaft penholder are very attractive and the lettering stands out clearly. They are a real penholder, of real, practical value, and are worth giving out by any firm

The Center Shaft Penholder Company desires to correspond with stationers who employ traveling salesmen, with a view to covering different territories. They state that they have a good, paying proposition.

NEW MODEL LEOPOLD DESK.

The cut shown herewith illustrates a new 1912 model flat top desk manufactured by the Leopold Desk Company of Burlington, Iowa. Many of the features of this desk appear in the illustration. It is sanitary pattern, strongly made and handsomely finished and should prove a distinct addition to the many meritorious lines manufactured by the Leopold Desk Company.

A NEW LEOPOLD DESK.

ADDS NEW FACTORY DEPARTMENT.

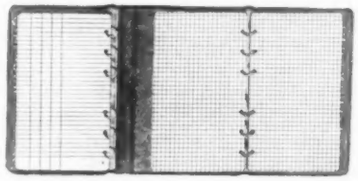
The Safe-Cabinet Company of Marietta, Ohio, has recently added a new factory department which is now in operation for the manufacture of the S-C Book Unit, which is made according to new designs in sectional book case construction under the protection of the Schriefer patents.

The Safe-Cabinet Company took possession of its splendidly equipped new plant less than two years ago and at that time seemed to have adequate capacity and facilities to meet the requirements of the business for several years. However, the expansion of the demand for the company's products has been so rapid as to require large additions to the plant this season. These comprise two new factory buildings in which the finest machinery and equipment have been installed; a two-story building with basement in which the drafting department, supply rooms and restaurant are located, and a two-story office building with basement for the accommodation of both factory and sales department offices.

DUPLEX LOOSE LEAF RING BOOK.

The Hamacher-Hawkins Manufacturing Company of Kansas City, Mo., believes that the advent of their Duplex Loose Leaf Ring Book marks an important advance in this style of product.

They make the following claims: First,



that the apparent lost space caused by the rings is eliminated by lapping the two fillers in the Duplex cover, thus taking up this otherwise unused space; second, that the capacity of the Duplex is double that of the single cover, with but slight increase in thickness; third, that Duplex covers are two books in one, permitting user to put them to double uses, i. e., ledger and journal, factory cash and retail prices, account book and address book, etc.; fourth, that Duplex covers are made in all popular bindings and to fit standard ring book punchings in quarter inch, half inch and inch capacity rings.

FULTON PRICE and SIGN MARKERS

For over twenty years the name **"Fulton"** has stood for the **best in price and sign markers.** Every factory detail involved in their manufacture is mechanically perfect.

Only carefully selected Prime Basswood Moulding and the best grade of rubber is used.

Exact alignment, perfect impressions. Made in the largest variety of sizes and styles.

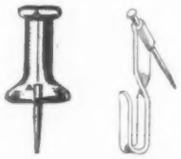
Every stationer should carry this line as the demand is constantly growing for these goods from merchants and business houses of every description.

Our new catalogue showing many late and attractive styles is now in the press. Write us and a copy will reach you as soon as it is ready.

THE FULTON RUBBER TYPE COMPANY, Elizabeth, N. J.

CLEVER COUNTER DISPLAY.

The Moore Push-Pin Company, Philadelphia, Pa., are placing with the dealers who handle their products one of the best counter displays ever put out by this progressive and up-to-date concern. This counter display is constructed of lath and plaster which shows a section of the average wall with a real picture hanging on it as it really appears in use, and actually demonstrates how the famous Moore Push-Pins and Moore Pushless Hangers are used in the homes to hang pretty pictures, calendars, posters, etc., without disfiguring plaster walls.

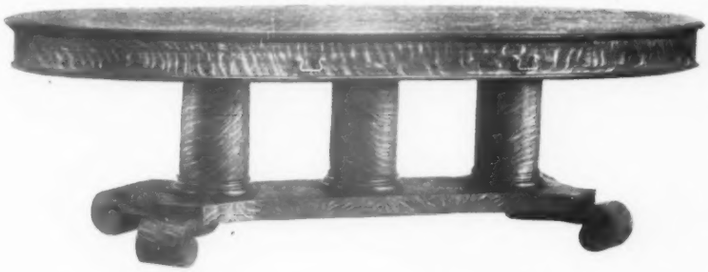


This display has doubled the sale of these useful, attractive and much advertised articles and a card addressed to the above company will bring the necessary information as to how a display may be obtained.

PRACTICAL PUBLICITY METHODS.

In these days, almost every business requires some kind of advertising. A practical and comparatively inexpensive means of publicity is the use of labels which can be attached to packages and containers of goods and to many articles of merchandise themselves. The Standard Advertising Specialties Co., 87 Griswold St., Detroit, Michigan, makes a specialty of engraved and positive plate stickers of this kind, one of which is here illustrated. See their adver-

tisement in this number. They call particular attention to the high class workmanship put into their labels and the extremely low prices. The labels are printed in any wording and in many different designs, white letters on either red or blue background, or both colors if desired, and accurately die-cut to shape. The company guarantees prompt shipment and money refunded if the labels are not satisfactory. They are supplied at only $2.00 for 3,000. Stock shipping room labels are quoted in two sizes at 75 cents or 30 cents per 1,000. Postage prepaid in all cases. Those interested should write to the company at above address for samples, illustrations of designs and fuller particulars.



BIG room tables, of the directors' type, are only occasionally bought and are expected to last for years.

It is therefore of the utmost importance that care should be used in the manufacture, attention should be paid to design, and the workmanship throughout should be of the highest class.

To accomplish this they should be manufactured in an up-to-date plant by high class workmen, and by a factory of reputation.

We have been in the table business for twenty-two years, and specialize on this class of product.

By turning out a high quality of goods at reasonable prices, and giving the best of service to our customers, we have built up the largest specialty table business in the world, our average output being over a table a minute.

If you want small tables, library tables, or big directors' tables, we have them.

We would be very glad, indeed to get into correspondence with you.

Wolverine Manufacturing Company

MAKERS OF THE FAMOUS *CADILLAC "DESK-TABLE."*

Detroit, Michigan, U. S. A.

HOTEL LATHAM

East 28th Street, New York

1 door from 5th Avenue 1 block from Broadway and 1 block from Madison Square Garden

The very heart of the city. New, absolutely fireproof hotel, on the European plan. Rooms $1.50 per day and up. Rooms with private bath $2.00 per day and up. Beautiful dining rooms. Best food and service at reasonable prices. Elevated and subway stations one block away. Surface cars pass the door.

LATHAM OPERATING CO. A. L. Pratt, Managing Director

Only $2 Per 100

Beach's "COMMON SENSE" Travelers' Expense Book

"The Man They All Know"

The Cheapest and Best Books in the Market.

Traveling Men, Bookkeepers, Business Men all like them.

MONDAY

Name.....

Date.....19 ....

ITEMS	AMOUNT
Hotel at.....	
"	
"	
Cash Fare from.....	
To.....	
To.....	
To.....	
Mileage Books, ...	
Excess Baggage, ...	
Livery, ...	
Sleeping Car, ...	
Baggage Transfer, 'Bus, Etc.	
Telegrams, Postage, Etc. .	
Street Car, ...	
Total Expenses for the day,	

Samples Free Upon Application.

"I have used your books for several years, they are the best of the kind there is."—ARTHUR BARLOW.

...PRICES...

Weekly Common Sense Expense Books, per 100 .... **$2.00**
Monthly Common Sense Expense books, per 100 .... **4.00**
Personal Expense Books, per 100..... **4.00**

E. H. BEACH, Publisher
DETROIT, MICH., U. S. A.

MORE MEMBERS THE SLOGAN.

Practical Plan Evolved to Enlarge Membership in National Association.

ON the last day of the recent convention, about thirty minutes was devoted to the discussion of ways and means for increasing the membership of the Association. The recommendation contained in President Falconer's report to the effect that additional memberships might well be carried by the lager firms was favorably reported by the Committee on Resolutions, and recommendation of the latter body was adopted by the Convention.

This step is of importance, and means that in the future the houses who can afford to do so, will in many cases pay increased dues by carrying two or three memberships, while the smaller concerns will continue as heretofore and not be confronted with the necessity of either paying larger dues or resigning from the Association.

Manifestly the real growth of the Association will appear through bringing into the Association dealers and manufacturers whose names are not at present found upon the roll, and the most important suggestion in this connection was that made by E. H. Doolittle of C. R. Gibson & Company, to the effect that a large committee composed of traveling men should be formed in order that a thorough canvass of the entire country might be made during the coming months. This suggestion was received with a great deal of favor on the floor of the Convention, many of the delegates having been prepared for it by remarks to the same effect which were made by L. E. Waterman in the lobby of the Hotel Statler on the previous night. A motion was made and carried that such a committee be appointed, and after considerable reflection and investigation, President Lockwood has named the following Special Committee, and each of the members has been notified of his appointment by the Secretary.

Five application blanks and ten copies of an announcement have been placed with each of the following named gentlemen:

E. H. Doolittle, C. R. Gibson & Co., New York; F. L. Coggin, National Blank Book Co., Holyoke, Mass.; E. J. Weis, Weis Manufacturing Co., Monroe, Mich.; R. H. Baxter, International Staty. Co., New York; L. E. Waterman, L. E. Waterman Co., New York; H. C. Sharp, Esterbrook Steel Pen Co., Camden, N. J.; G. E. Hamlin, McMillan Book Co., Syracuse, N. Y.; H. P. Rockwell, Yawman & Erbe Mfg. Co., Rochester, N. Y.; T. K. Brownell, T. K. Brownell Co., New York City; J. M. Byck, M. S. & D. A. Byck Co., Savannah, Ga.; W. J. Chaplin, L. E. Waterman Co., Boston, Mass.; W. E. Cooper, Pittsburg, Pa.; Uri. Doolittle, W. H. B. Chamberlin, Syracuse, N. Y.; E. J. Kastner, L. E. Waterman Co., Montreal, Can.; Harry Heyman, Eagle Pencil Co., New York City; H. J. Tyndale, Eberhard Faber, New York City;

QUALITY—SERVICE

QUALITY—It would be difficult to conceive of a more complete aggregation of high class business papers than are shown in the Berkshire Typewriter line, embracing every variety of finish, texture, strength, thickness or size required by the professional or business world, each of the varieties the best of its kind.

SERVICE—With unexcelled facilities for manufacture and delivery and with a perfect follow-up system, immediate shipments can be made and with greater economy than from any other line, as all varieties may be drawn from one source. Large stocks of over a hundred different numbers, including Old Berkshire Mills Papers and Crane & Co.'s Bonds, constantly on hand.

To dealers who are interested in quality and service and who have not already stocked the line, we would be pleased to send sample books showing the complete line.

EATON, CRANE & PIKE COMPANY

PITTSFIELD, MASS.

New York Office:
Brunswick Building, 225 Fifth Ave.

"The Best of All"

Mail and Exp. 16 lbs
Commercial, 12 lbs
U. S. - - - 4 lbs
Victor - - - 1½ lbs

There are many important points which must be considered in the selection of a POSTAL scale

Reliability
Durability
Accuracy
Economy and Efficiency

Are a few of the most important.

The Pelouze Postal Scales

embody all of these good qualities. These scales give not only the exact weight but the cost of postage in cents. Their use does away with postage mistakes and waste. The Pelouze Scale is a wise investment.

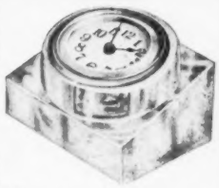
National - - 4 lbs
Union - - - 2½ lbs
Columbian - 2 lbs
Star - - - - 1 lb
Crescent - - 1 lb

For sale by leading dealers everywhere. Every scale warranted.

Send for Catalogue "S"

Pelouze Scale & Mfg. Co.
232-242 E. Ohio Street
CHICAGO

A QUICK SELLER



Because nothing appeals to the office man more directly than an accurate

Desk Clock

An attractive paper weight; a handsome dial, and a case of sparkling glass—3¼ in. square The top is on an angle, so the dial is easily seen

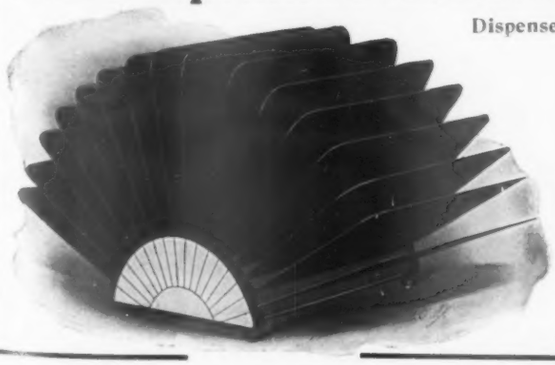
Sent anywhere prepaid for $1.50.

Sold by Stationers and Office Outfitters generally.

H. D. PHELPS
37 Beaver St. Ansonia, Conn.

Keen Competition Demands Modern Methods

Dispense with wire baskets and trays



The Bristow Radial Distributor

Serves the purpose of many—occupies about the space of one. Made in special sizes for special purposes. Affords all the advantages of **accurate, rapid** and **economical** distribution of papers. A combination of **facility** and **durability.**

Write for complete catalogue.

FREDERICK BRISTOW
East Orange New Jersey

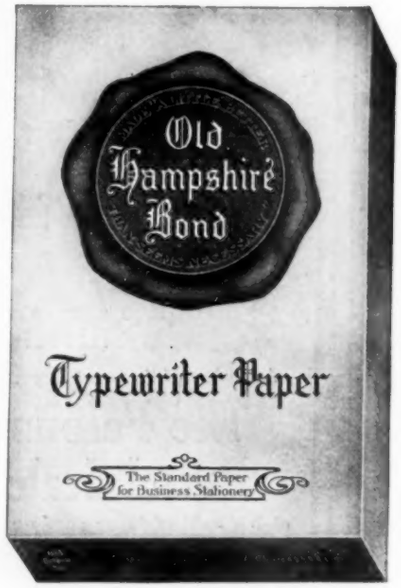
PENUP

It Won't Stay Down

Is What Every Desk Needs for a Fountain pen

It keeps the pen (or pencil) in sight, and prevents the ink from drying on the pen. Penup is also an ornamental glass paper weight. A quick seller for Stationers. Send 25c for sample

W. M. WEBB
130 W. Penn St., Germantown
Philadelphia, Pa.



Increase Your Paper Sales

You can sell more Old Hampshire Bond Typewriter Papers and Manuscript Covers than the ordinary kind because your customers will come back for more, and we will send new trade thru our advertising.

The Old Hampshire line provides highest quality of stock, national reputation, and exceptionally attractive boxes. Can you think of three more important factors in influencing the consumer?

Write for sample book.

HAMPSHIRE PAPER COMPANY
South Hadley Falls, Mass.

OVAL TOP LIGHT HANDSOME

"THE GRIFFIN" ENDLOCK SECTIONAL POST TRANSFER

CLOSED ENDS STRONG DURABLE

The "Griffin" is absolutely the only binder in which locking mechanism is entirely independent of the case part. Every bookbinder knows what an advantage this is. Made to fit any binding size, or center to center; solid or sectional post. Write to-day for catalogue and, remember, we do no binding—we are not your competitor.

THE TENACITY MFG. CO., Friend of Bookbinders
Foreign Accounts Solicited **116 Opera Place, CINCINNATI, OHIO**

W. L. Daniels, L. L. Brown Paper Co., Adams, Mass.; C. L. Keller, 34 Churchill St., Buffalo, N. Y.; Harry W. Rogers, Wilbur & Hastings, New York City; H. B. Brooks, Cooke & Cobb Co., Chicago, Ill.; J. T. Lacey, J. G. Shaw Blank Book Co., New York City; J. H. Hildreth, Esterbrook Steel Pen Co., Camden, N. J.; W. H. Newhall, Shea Smith & Co., Chicago, Ill.; F. I. Ellick, Omaha Printing Co., Omaha, Neb.; I. P. Denison, Irving-Pitt Mfg. Co., Kansas City, Mo.; G. A. Olney, Irving-Pitt Mfg. Co., Kansas City, Mo.; G. E. Dyson, Mittag & Volger, St. Louis, Mo.; W. H. Curtiss, Woodward & Tiernan, St. Louis, Mo.; S. S. Clayton, Clark & Courts, Galveston, Texas; O. L. Jernigan, Lester Book & Stationery Co., Atlanta, Ga.; C. M. Marshall, Fielder & Allen, Atlanta, Ga.; F. A. Montelitus, Macey Co., Grand Rapids, Mich.; L. E. Williamson, Thaddeus Davids Ink Co., New York City; W. V. Pulford, American Lead Pencil Co., New York City; W. E. Smith, L. E. Waterman Co., Chicago, Ill.; W. H. Wallace, Tower Mfg. & Nov. Co., New York City; Sol. A. Arons, 600 West 144th St., New York City; Ray C. Martin, Boorum & Pease Co., New York City; John Maine, 58 Alger St., Detroit, Mich.; W. F. Purnell, 723 K St., Sacramento, Cal.; Harry A. Tompkins, Scranton, Wetmore & Co., Rochester, N. Y.; Walter L. Furlong, Black Lithographing Co., Chicago, Ill.; C. P. Garvin, F. S. Webster Co., Boston, Mass.; C. S. Hemingway, Byron-Weston Co., Dalton, Mass.; H. A. Van Derslice, Joseph Dixon Crucible Co., St. Louis, Mo.

The announcement referred to is as follows:

To all and sundry, meaning the skeptics mostly and the sleepers partly:

Answering your inquiry as to what the National Association of Stationers and Manufacturers has done, is doing and will do that is of interest to you, we suggest that you reflect upon the following:

A. Its Seventh Annual Convention was recently held in Buffalo, and from the proceedings there conducted it is obvious that the organization is a permanent and successful institution, destined to play an indispensable part in the progress of the industry of making and selling stationery products; whereas formerly it was deemed expedient to urge those not found upon its roster to mend their ways in this respect so that the organization might grow in numbers and influence, the time has now come when—because of its large membership and high efficiency—the burden is upon the non-members among the trade to explain which part of the above salutation is deserved in each particular case.

In a word, the privilege of co-operating in a successful commercial enterprise is now available to you, Mr. Skeptic and to you, Mr. Sleeper.

B. Its message of proper figuring of costs, sensible selling prices and intelligent inventorying to avoid over-stocking, has gone broadcast through the land. This has cost time, effort and money. Does your self-respect permit you to reap the benefits without contributing to the expense? If so, have the same examined for it needs attention.

C. It has assumed the publication and distribution of the retail selling prices recommended by its National Catalogue Commission to all of its members, free of charge. If you have followed these from the trade papers, are

If construction and finish are considered, this desk cannot be duplicated elsewhere for the price asked.

Equipped with 7 Wood File Boxes and Label Pulls.

No. 460
Plain Oak, 60 in. long, 30 in. deep. Price $20.50 less 5%
f. o. b. Evansville.

EVANSVILLE DESK CO., Evansville, Ind.

Check the Articles that You Use

and drop in the mail, but be sure to check the articles that you use even if they are only leased or on trial.

Adding Machine
Typewriter
Phonograph
Autographic Register
Bill-Lading Machine
Card Cabinet (size)
Telephone
Dun or Bradstreets Book
Special Machines

"As Convenient as Your Favorite Pen"

My business is to locate your Adding Machines and Typewriters, your Telephones, Bill of Lading Machines, Autographic Register Machines and Small Card Index Cabinets, your Dun and Bradstreets Book, etc, where they will do the most good. Will you cut out this "ad" and send it to me? That's all I want, but I want you to do it now. HENDRICKS.

Adjustable Table Co. Mt. Vernon Street Grand Rapids, Mich.

BUCKEYE RIBBONS

and CARBONS

are manufactured with a view to meet the most exacting demands—a characteristic worth the dealer's knowledge.

Supply Your Customers

with a **quality** that will insure their satisfaction and continued patronage. Talk quality first—then price.

Typewriter Ribbons for all machines.

Carbon Paper

Typewriter, Billing, and pencil for all purposes.

Our Specialty:

Multigraph, Printograph, Writerpress Ribbons with perfect match Typewriter Ribbons.

Write for Samples and Prices

The Buckeye Ribbon and Carbon Company, 311 St. Clair Ave. N. W. **Cleveland, O.**

Dealers Should Investigate the

Imperial

Line of "Built Up"

DESK TRAYS

2 Trays High

The Building is Easy with Imperial Sectional Posts.

There are three parts—5½ inch post and two threaded nuts.

3 Trays High

LETTER AND CAP SIZE IN

Quartered Oak, Antique and Golden, Birch and Genuine Mahogany always in stock.

Our New 48-Page Catalog with dealers' proposition on request.

Long Distance Telephone MAIN 4672

Imperial Methods Co

CHICAGO Manufacturers of FILING CABINETS AND OFFICE EQUIPMENTS

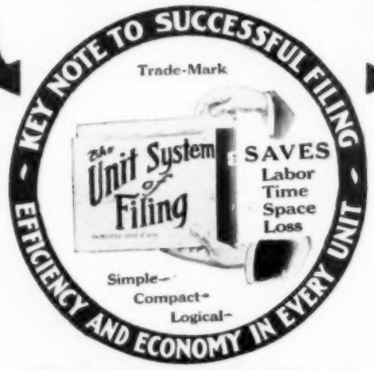
Dealers—

Here is Something New

A vertical system of Filing and Finding that overcomes all of the objections found in the present vertical systems.

Send for catalogue and full particulars. Mailed free.

Wide-Awake Dealer Agents Wanted



The UNIT System Holds More Letters Than Does the Ordinary System of Filing

The UNITS and FOLDERS take less space than do the folders and division cards in the ordinary system. Every **UNIT** is in plain sight, and easily removed when wanted. To remove a letter from your file reach for the proper **UNIT**, take it down and your letter is immediately at hand, without handling, pushing or pulling heavily laden drawers.

The UNIT System of Filing

Saves labor, time, floor space and loss of valuable letters.

At less cost than the present ordinary methods

Efficiency and Economy in Every UNIT.

Practical for Any Business

—no matter how large or how small. It gives the greatest practical service to General Managers, Superintendents, Traffic, Advertising and Sales Managers and department heads of every kind. Of untold value to Doctors, Lawyers, Merchants and others. The valuable space taken up by present ordinary files in the middle of the floor can be saved and wall space utilized. The operation results to the advantage of the person doing the filing.

Sold on 30 Days Trial

Send for full descriptive circular and catalog, mailed Free. We will gladly send you the **UNIT System** filing outfits to try in your office on 30 days' trial.

The many new contrivances brought forth to improve the vertical system of filing demonstrate that the vertical system is not yet absolutely practical. The **UNIT System** is more practical than any other system combining simplicity, economy, practicability, usefulness, and all the latest improvements necessary to a practical system of office filing.

System Safe Cabinet Company
538 McCormick Block, Chicago

Plain Oak. Golden Finish. Height 30 inches. Depth 32 inches. 5-ply built up writing bed.
No. 339, Length 42 inches..... **Price $13.50**

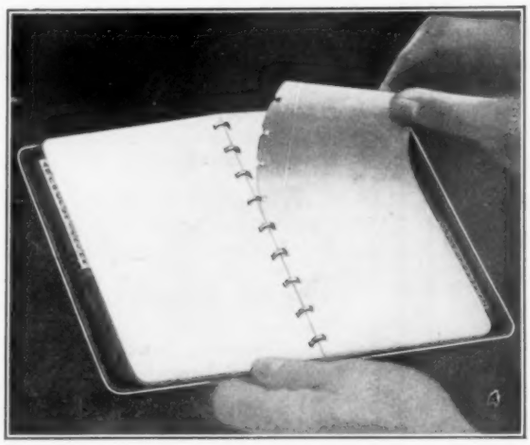
A desk value of which every dealer should take notice. Write for catalog and full particulars.

HENDERSON DESK CO., Henderson, Ky.

TRUSSELL'S

Revolutionary Improvement In

RING BOOKS



PATENTS PENDING

WARRANTED NOT TO WEAR OR TEAR THE SHEETS, eliminating an inherent defect of all ring books. Slotted holes with spring points that grip the rings. No opening of rings or jagged points to catch and tear the sheets.

Rings are SMOOTH and CONTINUOUS.

Entire metal part in one piece.

No moving parts—nothing to get out of order.

Only the sheets being removed are released, all others remain firmly bound.

JOBBERS AND AGENTS WANTED IN ALL FOREIGN COUNTRIES
for the only real jobbing proposition in the loose leaf business

New Standard Loose Leaf Co.

80-82 Fourth Ave., - New York
E. A. TRUSSELL, Proprietor

Agts. for Canada, WARWICK BROS. & RUTTER, Toronto
Agts. Pacific Coast, The Bailey Specialty Co., San Francisco

they worth $10.00 a year to you? (Note: See above as to your self-respect). If you have not, can you risk that amount to try the experiment by getting all the recommendations from headquarters?

D. Its committees have brought about the 500 sheet to the ream count in book-ledger papers. An effort is being made to have the smaller sizes of ledger paper sold on a uniform price per pound basis; also to standardize certain of the loose-leaf products so that the present multiplicity of these devices need not be carried; also to do away with many apparently unnecessary sizes of blank-books.

How about these things? Can they be accomplished in the absence of organized effort? You now have the opportunity of joining in a national endeavor to bring these and other results about.

E. It has held seven conventions in as many years, greatly to the benefit of the trade. Even the youngest member who ever attended, learned something of value in his business, so why not you?

The selection of Omaha for next year's meeting probably along about September 9th to 13th inclusive is referred to now, so that you will have plenty of time to make all arrangements.

Yes, we will send you a Year Book gladly, and with particular pleasure if your request comes with an application blank for membership and check for dues ($10.00). Yours respectfully, Millington Lockwood, President, Ellicott Square, Buffalo; Mortimer W. Byers, Secretary, 41 Park Row, New York City.

HOGE NOW WITH DAVIDS CO.

Hampden Hoge has been appointed New York representative of the Thaddeus Davids Company, taking the position made vacant by the untimely death of Stephen T. Buckham.

Mr. Hoge is a native of Richmond, Va., and has been in New York about thirteen

HAMPDEN HOGE.

years. For six years he was stationery buyer at Wanamakers. He then became a manufacturers' selling agent, later organizing the firm of Duryea & Hoge, which became the Hoge Manufacturing Company. A few months ago he sold his stock in this company to devote his time to other interests. Mr. Hoge has a wide acquaintance among New York stationers and is ideally equipped for his new position.

The "L. E. B." "Binder" Clip

(Patent Applied for)

An invention that revolutionizes this style of Clip.

After the Binder Clip is applied the arms may be reversed and snapped against the documents or papers and thus kept out of the way.

The cut is full size, and the Clip will hold from two to several hundred letters or memoranda.

When used at the side—instead of the top—of the papers, a comp'ete book is made, the pages of which may be easily opened and turned.

When one arm is reversed against the papers the other forms a good hook or hanger.

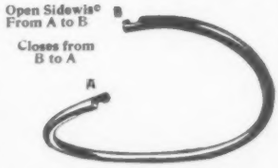
Price, 5 cents each. (50 cents per dozen.)

Catalogue o Office Specialties sent upon request.

CUSHMAN & DENISON MFG. CO. 240-242 West 23rd Street NEW YORK, U. S. A.

EVERY LOOSE LEAF LIES FLAT WHEN USING

THE IMPROVED UNIVERSITY BOOK RING



Patented Nov. 24, 1908

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong and neat. Made in four sizes. No. 1, 1¼ inches diameter, light weight; No. 1, heavy weight, 1¼ inches; No. 2, 1½ inches diameter, light weight; No. 2, 1⅞ inches diameter, heavyweight. Unjointed ring, 1¼ inches diameter.

Write for particulars.

Patented Feb. 4, 1902

OTTO KELLNER, JR., 4028 STATE STREET, CHICAGO

Every user of a pen will appreciate the many exclusive features of a

"Modern" Automatic Self-filling Fountain Pen

"A fountain pen—that is different". Simply twist button at the end, untwist, and the pen is filled. "As easy as winding your watch." By this simple operation the pen also cleans itself. Saves time and annoyance and eliminates all possible danger of soiling fingers or clothing when filling. Cannot leak, as there are no joints, this we guarantee. Fitted with 14 kt. gold pen, any style or size to suit the most exacting writer, and with either plain or fancy holders. Retails $2.00 to $6.00.

Also mounted in Sterling Silver Filigree, Gold Filled and Mother of Pearl, at $5.00 to $12.00.

Stationers and dealers should investigate the liberal proposition we are offering to the trade. We are increasing the demand by an extensive advertising campaign in magazines of general circulation, of which you get the benefit. You will find this fountain pen a quick seller and different than any other self-filling type on the market.

We also manufacture a complete line of lower end joint and safety types.

Illustrated Catalog on Request.

MODERN PEN COMPANY

Sole Selling Agent For

A. A. Waterman & Co., N. Y. 27 Hamilton Building, New York

If it isn't an "A. A." it isn't a "MODERN"

Are You Selling This New Steel Library System?

A great opportunity for the dealer who aims to sell goods that people **want.** This system **combines** all the features that book lovers have longed for in a library system—all the good features of the ordinary sectional and old-fashioned cases and none of the drawbacks of either. It's

THE S-C BOOK-UNIT

The New Steel Library System for Office and Home

Shelves adjust as desired.

Opens at one operation from top to bottom giving instant access to every volume—no sticking doors.

Not a number of isolated compartments but an unobstructed interior from crown to base.

Accomodates seven or eight rows in space usually required for five.

Yet grows with the books by sections.

Steel, beautifully finished in olive green, mahogany or oak.

Let us tell you the why and wherefore of all these points. Write today for information and details of our selling plan.

THE SAFE-CABINET CO.

Dept. A **Marietta, Ohio**

Manufacturers of THE SAFE-CABINET and the S-C Steel Office Furnitures

"SHEN-KING" MANIFOLD PAPER

for Billing and Way-Billing

¶ The introduction of typewriters into the accounting and cost departments of modern successful establishments and freight departments of railroads has created a demand for a manifolding paper of special qualities.

¶ MANN'S "SHEN-KING Manifold Paper is made expressly for these particular uses, and has already been adopted by several of the largest railroad trunk lines as their standard for the making of way bills.

¶ This paper is golden yellow in color, and while being very thin for heavy manifolding it has just enough stiffness to give quick-handling and long-wearing qualities—and takes and holds carbon copies like the best grade of type-writer paper. It is made at our own mills.

¶ This paper is also used for making carbon copies of correspondence, and for such purpose is cut into letter size (8½x11 inches) and put up in ream packages of 500 sheets.

¶ Let us send a sample to you, together with prices. Tell us the sizes and quantities you require and how used—we shall quote by return mail.

WILLIAM MANN COMPANY

Maker of COPYING PAPERS AND BOOKS
YALE LOCK LEDGERS & LOOSE-LEAF DEVICES
529 Market Street, PHILADELPHIA, PA.
COPYING-PAPER MILLS at LAMBERTVILLE, NEW JERSEY

STATIONERY NEWS

(By Special Correspondence.)

Chicago, Ill.

A new stationery concern made its debut in Chicago recently. It is owned by Henry C. Krause, who has had seventeen years' valuable experience with Koelling & Klappenbach, and Le Roy Carrithers, who had seven years' experience with John P. Morton at Louisville. The scope of the business includes stationery, printing and office supplies. The two men seem to be full of vim and are out for a large slice of the Chicago business.

* * *

Cincinnati, Ohio.

The Sam'l C. Tatum Company is getting out a handsome desk calendar pad called the Gem Superba, designed especially for the holiday trade. It consists of their regular Gem pad with green leather cover lettered in gold, and mounted on an arched stand which permits a double flat writing surface. The bases and arches are finished in brushed brass, and the entire outfit is packed in a fancy poinsettia box. New pads and covers for succeeding years can be supplied. It would make a most acceptable gift to anyone.

* * *

East St. Louis, Ill.

The W. J. Miller Printing and Stationery Company, East St. Louis, Ill., is a new corporation under Illinois laws, organized by W. J. Miller, David Miller, Richard D. Elliott and Claude W. Browning with a capital stock of $10,000.

* * *

New York, N. Y.

The American Clip Company, 366 Girard Avenue, New York, have recently issued a new price list covering the extensive line of paper clips which they manufacture. Their present list contains clips in fourteen different styles which include practically every style of clip on the market. Because of the steadily increasing business, the company has found it necessary to add materially to their factory equipment, which will enable them to fill all orders promptly.

* * *

We have been informed that W. C. Horn & Brothers Company have made some extensive changes in the arrangement of their store. All of the offices have been moved to the second floor and the entire first floor is now being utilized for the display of samples of their immense stock.

* * *

Since the November issue of Office Appliances went to press, the trade was surprised to receive the sad news of the death of Henry H. Levy, president of the Diamond Point Pen Company. He was stricken with an attack of heart disease when on his way home from the business district and died before medical assistance could reach him.

* * *

San Francisco, Cal.

James Schwabacher, president of the Schwabacher Frey Stationery Co., is trying out a new Winton motor car which he purchased for business purposes.

* * *

A. C. Bowles, Coast manager of the Joseph Dixon Crucible Company, has returned from a business visit to Los Angeles. J. H. Schermerhorn, treasurer of the company, has just visited the local office. He is making a tour of the various branches throughout the country.

* * *

Anthony Zellerbach, founder of the well known firm of Zellerback Paper Company, San Francisco, departed this life on October 7, after a short illness. Mr. Zellerbach had not taken an active interest in the business for some years, but left the management entirely to his sons who continued to build up the enterprise until it has become one of the largest paper houses in the west. The elder Mr. Zellerbach was an old-time resident of California and was widely known in business circles. Before coming to the Coast he had engaged in business in the interior. The deceased was buried on October 10 at the Home of Peace Cemetery. The interment was private, only the family attending.

* * *

McNutt, Kahn & Company report a booming business with their California loose-leaf ledgers. Their specialties seem to be popular along the Coast and they are doing a good business.

MOON OFFICE DESKS

Increase your sales

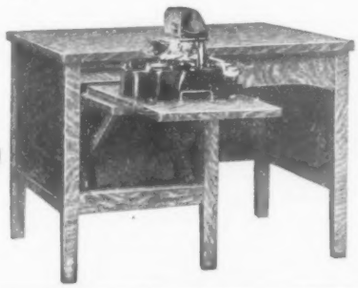
MADE IN THREE SIZES:
No. 611½, 50 ins. long, 32 ins. wide, 43 ins. high
No. 612½, 55 ins. long, 32 ins. wide, 43 ins. high
No. 613½, 60 ins. long, 32 ins. wide, 43 ins. high

Sold through dealers only

Selected materials, perfect construction, durable finish make the Moon Line of Office Desks one of the best on the market. Panels, built up to prevent warping and splitting. All trimmings cast brass finish.

ASK FOR CATALOG 28

MOON DESK CO.
MUSKEGON, MICH.



Another New PROUDFIT

The LEVER LOCK

All the PROUDFIT principles and advantages at Post Binder Prices
No Posts or Thongs. Flat Opening
Unlimited Capacity
Proudfits for Every Loose-Leaf Purpose

THE Proudfit LOOSE LEAF Co.

Factory and Main Office:
Lyon and Campau Streets, Grand Rapids, Mich., U. S. A.

Branches: New York City, Boston, Philadelphia, Louisville, Ky., Toronto, Can., Washington, D. C., Buffalo, N. Y., Pittsburg, Pa., San Antonio, Tex., St. Louis, Mo., San Francisco, Cal., Kansas City, Mo., Tampa, Fla., Birmingham, Ala., Ft. Wayne, Ind., Cincinnati, Ohio, Cleveland, Ohio

THE THREE "RIVAL" FOUNTAIN PENS

RIVAL NON-LEAKABLE

Perfect Fitting, air-tight joints form a perfect, absolutel non leaking writing instrument.

NEW RIVAL SELF - FILLER
Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.
Made in three sizes No. 22, No. 23, No. 24. Plain, Chased and Gold Mounted.
RIVAL No. 3 with Gold or Sterling Silver Filigree Mounting for Holiday and Fine Trade

Catalog Illustrating our full line and giving Prices and Discounts will be sent to Dealers on Request. WE GUARANTEE EVERY PEN.

D. W. BEAUMEL & CO., Office and Factory, 35 Ann St., NEW YORK
FOREIGN AGENTS WANTED

IT'S THE "WEARING QUALITY," SERVICE,

That Makes Our Playing Cards Most Popular

The American Playing Card Co.'s products have the proper slip, perfect finish and elasticity, that makes dealing satisfactory and the evening a pleasure,

We manufacture all grades—from a cheap Steamboat to a fine illuminated back card in four and five colors. Have a large and varied assortment of designs to select from.

Closely associated with one of the largest and best known paper mills in the country, our special stock is grade for grade unequaled by any other manufacturer.

Samples and prices on application.

THE AMERICAN PLAYING CARD COMPANY, Kalamazoo, Mich., U. S. A.

DIAMOND BRAND TRADE MARK GUARANTEED QUALITY

"YOU' VETRIED THE REST
NOW TRY THE BEST"

TYPEWRITER RIBBONS AND CARBON PAPER

ARCH BRAND TYPEWRITER RIBBONS & CARBON PAPERS

Manufactured by
The S. T. Smith Co.
11 Barclay St., New York

"ROCKBARNES"

Typewriter Papers

An exceptionally strong line—comprises 125 numbers and new ones are being added every day. We carry in stock papers suited to every need for *Typewriter*, *Manifolding*, *Mimeograph* and *Manuscript* work.

All Typewriter Papers handsomely boxed—quantity orders put up under *special imprints* if desired—no extra charge.

Ask for catalogs on
Letter Impression Books
Note Books
Stenographic Supplies
Special imprints on Typewriter Oil in quantities.

Send for Catalog "D" and Trade Discounts

Rockwell-Barnes Company
715 Munn Building
Chicago

FASTENED TO STAY FASTENED WITH AN ACME SURE SHOT BINDER

This machine is instantaneous in action and the execution is perfect. It is operated by raising the knob at the top and driven by a blow or pressure of the hand.

It holds one hundred wire staples at a charge and will bind to one-quarter inch any kind of paper or fabric. It is equipped with anti-clogging device, and is the strongest and most easily manipulated stapling machine manufactured.

DEALERS

Dealers will find the Acme line of Stapling Machines ready sellers in business houses in their territory. There is a big demand for a device to fasten legal documents or important commercial papers in a neat, compact, satisfactory way. Write for booklet and special discounts.

ACME STAPLE CO., Ltd.
112 N. 9th St., Dept. O. Camden, N. J.

Canadian Representatives: Ernest J. Scott & Co., 59 St. Peter Street, Montreal Canada.

FURNITURE NEWS

(By Special Correspondence.)

Chicago, Ill.

L. S. Toole, formerly manager of the Sieber & Trussel Company before its consolidation with the Boorum & Pease Company, has been made manager of the office furniture department of the Burr-Vack Company, 511-515 South Wabash avenue, Chicago. Mr. Toole is a thoroughly well posted office appliances man, and the Burr-Vack Company is fortunate in securing his services.

Jersey City, N. J.

The Craven Desk Company, formerly located at 119 Pearl street, New York, have moved into new quarters at 444 Jersey avenue, Jersey City. The company is doing a good retail business in all kinds of office furniture. They handle roll and flat top desks in all sizes and grades, filing cabinets, chairs, tables, costumers, in short practically everything that can be styled furniture for offices, banks and libraries.

San Francisco, Cal.

C. H. Victor, manager of the Yawman-Erbe Mfg. Company's San Francisco branch, has just returned from Los Angeles.

* * *

The H. S. Crocker Company is having a very satisfactory business with their Globe-Wernicke filing devices and sectional bookcases. In the future all these goods will be constructed with steel-side drawers, which are a great improvement over the wood.

* * *

There is a seasonal activity in office furniture and trade in this line promises to be even better, since quite a number of new offices are to be established in the city before long. The Panama-Pacific Exposition naturally is the clause of many seeking locations here.

* * *

H. S. Crocker, head of the firm of H. S. Crocker & Company, is expected to return from his eight months' tour of the world on Friday of this week. J. T. Gilmartin, general manager of the Crocker Company's Mission street establishment, has just arrived home from an extended Eastern trip.

* * *

The Library Bureau has taken the line of desks manufactured by the National Desk Company, New York. The local house will carry the full line in stock in addition to the lines by their own factories. These desks come in light and dark finishes and in all standard office sizes. The first shipment is expected soon. The Library Bureau has new sections coming out with steel files, units with adjustable ends, and other advanced improvements. The company reports a good business with the Macey sectional bookcases.

RECENT MULTIGRAPH HAPPENINGS.

Cleveland, Ohio.

The American Multigraph Sales Company is offering an automobile as the first prize in a sales contest which started September 1 and runs for six months. All division and branch sales managers and salesmen are participating. In addition to this principal prize a handsome dress suit case cigar humidor will be given to every manager and salesman who makes his quota for that period. The contest is inciting a great deal of interest and the men are going after the "joy wagon" enthusiastically.

* * *

L. W. Jared, general sales manager of the American Multigraph Sales Company, left Cleveland on August 17 for an extensive western trip, taking in the company's offices at San Francisco, Los Angeles, Portland, Spokane, Denver, Salt Lake City, Seattle and Vancouver. Mr. Jared has welded the Multigraph organization into one of the best and most harmonious selling forces in the office appliance field. He has done exceptional work as general sales manager, and the selling end of the company has prospered greatly under his direction.

* * *

A. E. Ashburner has been recently appointed foreign manager for the American Multigraph Sales Company, with headquarters at the home office in Cleveland. He will take charge of the Multigraph business in Latin America. Mr. Ashburner was formerly connected with the "America" company in New York and has had extensive experience in handling South American business.

INDELIBA

Ribbons and Carbons have created a special demand for Indeliba quality in every locality where typewriters and carbon paper are used.

INDELIBA

Hard finish varieties of carbon paper appeal to the particular trade. Hundreds of dealers have built up a paying business with our carbon papers alone. The favorite carbon paper with the merchant, banker and business man generally.

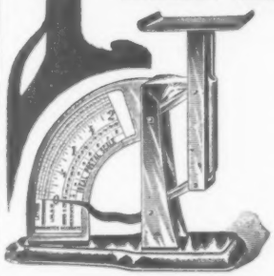
INDELIBA

Bichrome and Trichrome ribbons are made in a variety which ensures the dealers' order being filled every time. We are never "out" of any line. Ribbons for any machine. Our specific formula guarantees colors and durability seldom equaled.

Better get our prices today. It will mean a big increase in prosperity for your ribbon and carbon department.

Indeliba Mfg. Co.
ROCHESTER, N.Y.

TRINER POSTAL SCALES



Why the Triner Postal Scales are the Only Positively Accurate and Scientifically Perfect Automatic Scales made.

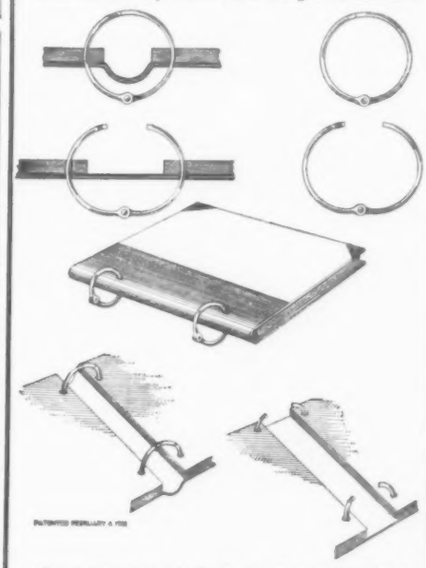
BECAUSE—They do not show any variation, no matter where the article is placed on the platform, they register always correct.

They are constructed entirely of the best Cold Rolled Steel; absolutely no castings to break in transportation, and handsome in design and finish.

Sold by all Leading Stationers. If yours cannot supply you, we will prepay the express charges.

TRINER SCALE & MFG. CO.
155-57-59 W. 21st St., Chicago, Ill.

The ADAMS COLLEGE BOOK RINGS are
Used Wherever a Cheap Quickly Operated Loose Leaf Binder Is Desired
Most Satisfactory Loose Leaf Ring Ever Invented



Allows Sheets to Lie Perfectly Flat at Any Point
Can also be used as a key ring
Sold by Leading Stationers
Order Through Your Jobber Write for Catalogue
HENRY T. ADAMS
6823 SO. CHICAGO AVE. CHICAGO, ILL., U. S. A.

POST CARDS

JUST TO GET ACQUAINTED and get you as a customer we will start you with 50 FINE POST CARDS for only 25c in silver. Don't miss offer. Service Bureau, La Grange, Ill.

The Sanitary Age

NO GLUE

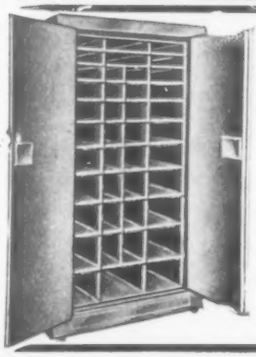
STEEL SCREW

WAS
Instigated
AND UPHELD BY
Users of Bentwood

Arm Chairs — Costumers
Revolving Chairs — Stools
Typewriter Chairs — Side Chairs

"Everything for the Office."

JACOB AND JOSEF KOHN
VIENNA
NEW YORK 110-12 W. 27th St. — CHICAGO 1414-16 Wabash Ave.



Fireproof Steel Filing Cabinets

Manufactured by
FIREPROOF STEEL FURNITURE COMPANY, NEW YORK

In the construction of these filing cabinets, we have used every modern device to comply with the demand for a light safe, absolutely fireproof.

The interior shelves and partitions can be adjusted, at any time, by yourself, with ease. Prompt deliveries.

REFERENCES:

Elmer & Amend,	New York City	Knauth, Nachod & Kuhne,	New York City
Consolidated Gas Co.,	New York City	J. & J. Eager Co.,	New York City
Paul Puttmann,	New York City	Daggett & Ransdell,	New York City
Sinclair & Valentine,	New York City	Weidmann Silk Dyeing Co.,	Paterson, N. J.
Geo. Borgfeldt & Co.,	New York City		

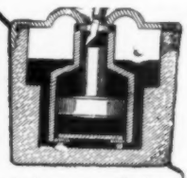
For further information please write to the

Fireproof Steel Furniture Company
OFFICE, 372 Broadway, NEW YORK CITY

Scientific Inkwell Construction

reaches its highest practical value in the

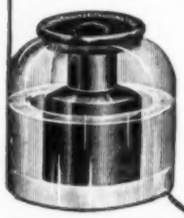
Sengbusch Self-Closing Inkstand



This well is absolutely non-evaporating, and closes after every dip of the pen. It is so constructed also that the writer cannot over-dip his pen, and so flood the holder with superfluous ink. The ink is always fresh for the user.

In addition to these superior qualities of mechanical construction, the Sengbusch stand is built on beautiful lines which are pleasing to the eye. The result is that this patent ink-well has become the most popular stand on the market, and it should make up a part of the equipment of every well appointed stationery store.

Stationers who are not now carrying this well in stock should secure circulars at once, as they are losing a sure profit.



WRITE TO-DAY FOR TRADE DISCOUNTS AND CATALOGUES OF OUR COMPLETE LINE

Sengbusch Self-Closing Inkstand Co.

320 Montgomery Building, MILWAUKEE, WISCONSIN, U. S. A.

Cross Section Showing Self-Filling Device and Operation

THE WHITNEY SELF-FILLING FOUNTAIN PEN

This pen is filled instantly by simply raising a little lever and allowing it to fall back into its natural position. It does away with the old style filling that is so apt to result in ink-soiled hands and clothes.

A Self-filling Whitney cannot leak. It will not sweat or drop ink. It writes with a steady, even flow of ink and starts the moment the pen touches paper.

Whitney Pens are guaranteed to be satisfactory and free from all defects in material or workmanship. Our 365 day guarantee goes with each pen.

This No. 40 Whitney is $3.00

DEALERS Write for interesting folder that tells how to deliver the goods and make a big profit on quick sales of **Whitney Guaranteed Fountain Pens and Dry Powder and Fluid Fountain Pen Inks.** We furnish all-glass show cases, counter display racks, store hangers and other helps. K. W. Whitney Fountain Pens are strong sellers because of the quality, the yearly guarantee and our national advertising. Illustrated catalog, free, showing complete line.

THE WHITNEY-RICHARDS CO.

245 W. Superior Ave.,

Cleveland, Ohio, U. S. A.

BLACK-LITHOGRAPHIC CO

SOLE MAKERS OF THE ROYAL BRANDS CENTURY BOND LINES—AMERICAN LINES—TUXEDO LINES AND FAST MAIL LINES OF

NOTES, DRAFTS & RECEIPTS

THE LARGEST & MOST COMPLETE LINES IN THE WORLD.

454 NORTH TENTH STREET, PHILADELPHIA

WESTERN OFFICE-209 SOUTH STATE ST. CHICAGO

WALTER H. FURLONG—GENERAL MANAGER

"ALL THAT THE NAME IMPLIES"

THE FAULTLESS Pen and Pencil Holder

Durable! Attractive! Satisfactory!

The lever movement makes it easy to apply to the pocket without the use of both hands. It holds securely and does not pull or crush the pocket when inserting the pen or pencil.

Put up in three-dozen lots, assorted sizes, on attractive card with an easel back.

L. D. VAN VALKENBURG, Manufacturer HOLYOKE, MASS., U. S. A.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

New York, N. Y.

The S. T. Smith Company of this city, manufacturers of ink, inked ribbons and carbon papers, also manifold and typewriter linen papers, have recently put a new brand of carbon paper upon the market which they declare to be the equal of anything of the kind yet produced. The company will be glad to correspond with dealers regarding the new line.

Philadelphia, Pa.

Mr. Chas. R. Palmer of the U. S. Typewriter Ribbon Manufacturing Company recently visited Boston and other New England points and reports a splendid business trip. At Bangor the journey was broken and a few days' vacation taken in the great north woods of the Kennebec river region. Mr. Palmer is a keen sportsman and lover of nature. He is particularly fond of trout fishing and deer hunting. This year he returned to Philadelphia with two fine deer, trophies of which he is naturally very proud. That he and many of his friends will enjoy the venison is very certain.

San Francisco, Cal.

The Typewritorium, Inc., agents for Multi Kop carbon paper and Star Brand ribbons, is enjoying a good fall business in these supplies.

* * *

Chas. P. Garvin, general inspector of agencies for the F. S. Webster Company, is on his way to the coast.

* * *

The John Martin Company on Pine street is going out of the typewriter and supply business. They are now closing out their stock. All the machine stock was bought by the Typewritorium.

* * *

J. A. Gottlieb reports fall business excellent with the Kee-Lox ribbon and carbon lines. He has just returned from a successful trip as far south as Fresno, Cal.

* * *

S. W. J. Matthew, who for several years past has been covering the coast territory for the Neidlich Process Company's ribbon and carbon lines, under the name of the North American Sales Company, with offices in San Francisco, has sold out his local business to F. F. Wright & Co., and is leaving for New York, with the object of promoting the sale of the Leitz filing device in the east. F. F. Wright & Co. are well established in California, having such prominent agencies as the Elliott-Fisher Company and the Felt & Tarrant Manufacturing Company, and with their well organized force of specialty salesmen they expect to make a good showing with the new lines.

LOOSE LEAF NEWS

(By Special Correspondence.)

Henry C. Sheireck, book binder and loose leaf manufacturer, of Cincinnati, is slowly recovering from a severe illness.

* * *

Arthur Duhme of the Tenacity Mfg. Co., Cincinnati, recently returned from a trip throughout Canada, where he was placing agencies for the company's lines. As a result of his observations in Canada, Mr. Duhme predicted the recent defeat of the reciprocity bill.

* * *

The Underwood Mfg. Co., manufacturers of loose leaf metals in Cincinnati, was the victim of juvenile burglars recently. The company lost a considerable quantity of metal stock. The youths lost their freedom.

Chicago, Ill.

The Atlas School Supply Company announces a new folding loose leaf notebook for students and others. It is called the "Atlasco" and may be readily folded and put in the pocket. Neither paper nor binder will crease when folded.

San Francisco, Cal.

The Baker-Vawter Company, 731 Market street, reports Randolf Prelat, the manager, is doing an excellent business in loose leaf systems and steel filing devices. Their new steel filing cabinets, especially, appeal to the trade. This company has a new traveling salesman, Porter R. Danford.

The *Barrett* Way—a Proven Success

Look at it from any angle you please—the Barrett is an unqualified success.

For when this new adding machine has been adopted and endorsed by the foremost corporations of the land—welcomed and put to practical, everyday use by many small but growing stores in competition with many of its better known ancestors—isn't it conclusive evidence that the Barrett has *merit* and is making good?

How many items added?

Next item to be added?

Total.

The *Barrett* —is an evolution

Because it has been designed from the base up by the most competent and experienced mechanical experts in America.

Judged strictly on its merits you'll find it an improvement, and that it produces better work than any adding machine on the market at any price. Also—you'll find

—The Barrett is speedy.

—The Barrett Way is more accurate than checking back from a printed list to prove work and saves 30% of time.

—The Barrett requires no expert operator—it can be used by any clerk.

—The Barrett will handle any kind of figuring—addition, multiplication, subtraction and division.

—The Barrett can be had at a reasonable price. And, best of all,

—*The Barrett is portable* can be used anywhere, any time, and by anyone *right at their work*, saving another 20% of time lost or energy expended in running over to a machine, or the back-breaking task of trying to drag the machine to their work and in turning from this work every time it is necessary to put an item in the machine.

—The Barrett is compact and light.

We welcome an opportunity to prove these statements to you as we have done to others by allowing you to try a Barrett free of any expense. All we ask is that you *prove* what the Barrett will do for *your* clerks, in *your* office—at the very start.

Write for our special Free Demonstration Offer and descriptive literature today. Simply address

BARRETT ADDING MACHINE CO., 148 Court Street, GRAND RAPIDS, MICH.

Reduce Selling Cost—Double Sales

A quick, sure, economical way to increase business is to make your form letters actually personal by reproducing them on an

UNDERWOOD
Revolving Duplicator

The best machine you can possibly buy. The simplest, neatest and least expensive to operate. A boy can reproduce hundreds of perfect copies an hour—the last as clean and sharp as the first. He can also do all your price lists, circulars, announcements, etc., at half the cost of printing.

The Underwood Revolving Duplicator is a necessity in every up-to-date office. Its use is a great economy and a tremendous business getter. Sold complete with all appliances and without license restrictions as to supply buying for only $35.00.

Write today for booklet.

Underwood Typewriter Company, Inc.

Dept. B. Underwood Building

30 Vesey Street, cor. Church

New York City

GOLD PENS ALL SHAPES AND STYLES

Gold Pens for Jobbers and Fountain Pen Manufacturers.

IMPRINT WORK A SPECIALTY

PRO PT REPAIR SERVICE

All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction Guaranteed.

GEO. P. GAYDOUL, 47 Ann Street, NEW YORK

STEEL Sanitary OFFICE DESKS

as shown in the accompanying illustration are useful, beautiful, durable and cleanly. The legs, body and drawers are made of steel, finished to imitate quartered oak or mahogany. The top is of five ply, built up which will not crack, warp or swell. These desks sell at a reasonable price, with a good profit for dealers. Write at once for catalogues and best discounts.

MOORE BROS., 1720 N. Senate Ave., Indianapolis

SOMETHING NEW!

The Oliver Phone Servi-Set

(Five Blades of Grass Where One Grew Before.)

Simple, Compact, Strong and Serviceable.

ANTICIPATES EVERY EMERGENCY

in telephone service. With the calendar and indexed directory in use the the pencil tablet is entirely out of the way and vice versa.

Material and tools are put at your fingers' ends with remarkable quickness and cleverness.

Strongly endorsed by busy people. ***Price $1.00.***

THE OLIVER PHONE SERVI-SET is one of thi season's cleverest and best selling new things and has come to stay.

Liberal Discounts to The Trade.

A Calendar, Directory, Tablet, Pencil and Eraser Neatly Secured.

Changing from Directory to Tablet.

Oliver Manufacturing Company

309 Walnut Street, Philadelphia, Pa.

Lamson Coin Cashier—the Quick Change Maker

- It holds coins of each denomination in the most orderly and easily accessible manner possible.
- The simplicity and ease of operation is shown in illustration.
- One coin drops in the hand with each light thumb pressure on the keys.
- Simple and durable in construction, handsomely finished in nickel-plate and bronze.

Sold by leading Stationers—Special Discounts to the Trade—Cuts and Inserts Furnished. Send for Bulletin T-2.

Lamson Consolidated Store Service Company
161 Devonshire Street, Boston

R. R. TICKET TIE

Pratt Ties of this form were specially devised for bundling up railroad tickets, but they are also used in many other lines of business.

Made in Five Different Colors

This system of tying up packages applies equally well for railroads, banks, shoe shops and other factories where quantities of small pieces must be kept together while passing from one dept. to another, and must carry marks of identification, such as date, order number, initials. Such data may be pencilled on the Tie. *Write for free sample.*

Pratt F. Mfg Co., 111 Point St., Providence, R. I.

THE VISE CLIP

SIXTY SHEETS OF PAPER
can be held together by
THE VISE CLIP

No tearing, no mutilation, no losing; they cannot slip in any direction. Easy to put on or take off. Lawyers, bookkeepers, stenographers, business men everywhere use The Vise Clip. Made of solid steel, nickel finish. 20 cents a hundred or $1.00 a thousand. Send for a sample hundred.

Geo. B. Graff Co., 294 Washington St., Boston, Mass.

THE CLIP THAT GRIPS

BANK PINS

CRESCENT

Brass & Pin Co.

DETROIT, - - MICHIGAN

The ADDING MACHINE

(By Special Correspondence.)

Chicago, Ill.

L. W. Langford of the Chicago sales force of the Burroughs Adding Machine Company has won the distinction of being the leader of the Burroughs national sales organization for the first ten months of 1911. Mr. Langford's average for the ten months has been 139 per cent of quota. Mr. Langford's October record was 300 per cent of quota, leading L. V. Britt of San Francisco, who made 256 per cent. Mr. Langford's record is the result of big sales—that is, selling special machines.

Dallas, Texas.

The Burroughs Adding Machine Company exhibited at the Dallas state fair, October 16th to 31st. Clyde Gardner of the sales department at the factory, assisted the Dallas and Fort Worth organizations in handling many visitors.

Detroit, Mich.

A convention of Burroughs' district managers was held at Detroit November 14 and 15. District Manager H. C. Peters of New York, F. S. Wheeler of Boston, L. A. Hennick of Detroit, Geo. M. Greene of Memphis, P. K. Russell of Minneapolis, R. H. Giles of Lynchburg and Sales Manager C. N. Smith of St. Louis and L. T. Shelton of Kansas City were in attendance.

* * *

Every Burroughs salesman is pushing the numerical transit system recently adopted by the American Bankers' Association. The progress being made towards general adoption of this system by the banks of the country is surprising even the American Bankers' Association officers who are behind it. Doubtless the activity of the 350 men in the Burroughs sales force is responsible for some considerable portion of the progress, although the American Bankers' Association has recently circularized all banks on the matter.

* * *

Careful preparations are being made at the Burroughs plant to handle the greatest single month's business that company has ever known. December is always the big month in the Burroughs year, and Burroughs officers think this December will be a record breaker. Between 3,000 and 4,000 sales are hoped for.

* * *

W. L. Hoagland, Jr., formerly secretary of the Universal Adding Machine Company, and of late in charge of one of the divisions of the Burroughs sales department at Detroit, has been promoted to take charge of the foreign department, vice J. A. Olt, who has resigned in order to become foreign manager for the Hudson Motor Car Company and to look after other business in which he is interested. Mr. Hoagland has had a good deal of adding machine experience, and is well qualified to take up the new work. His friends in the Office Appliance fraternity will be glad to learn of his promotion.

* * *

F. H. Dodge, general sales manager of the Burroughs Adding Machine Company, sent a message on November 15 to all of the members of the Burroughs sales force announcing that every salesman who makes 100 per cent of quota by the 25th of November will receive a big, fat Thanksgiving turkey. The Burroughs salesmen like turkey and about 90 were needed to fill the order.

Among several large orders received recently by the Burroughs Adding Machine Company of Detroit is one to the United States Post Office Department at New York for sixteen of the latest Model Burroughs Machines. The sale was made by G. H. Seward, of the New York Office of the Burroughs Company. Fifteen of the machines are eleven column Duplex, Electric Drive, Variable Split and keyboard lock. The sixteenth machine is a seventeen column Electric Drive, Variable Split, Keyboard Lock with one special key. The machines are for use in the Money Order department in handling orders paid and repaid. This sale, together with three others secured by Mr. Seward during the early part of September gave him 280 per cent of his quota by the 8th of the month. So far as is known this is the finest record ever made by any Burroughs salesman in the way of early business getting.

* * *

Edwin A. Walton, Assistant Advertising Manager of the Burroughs Adding Machine Company, is to become Advertising Manager of the Timken-Detroit Axle Company and the Timkin Roller Bearing Company, the latter of Canton, Ohio, October 15. Mr. Walton is to be succeeded in the Burroughs Advertising Department by Ward Gavett of the Sales Department of the same organization.

Imprint Fountain Pens That Pay

We are the largest manufacturers of high-grade imprint pens. ¶ We make every part of every pen we sell and guarantee them for satisfactory service or money back. ¶ Protect your reputation for quality by ordering your fountain pens from

SANFORD & BENNETT COMPANY

51-53 Maiden Lane
NEW YORK
N. Y.

Our Three Leaders

Autopen
(Self-Filler)

Autopen Safety
Self-Filler and Non-Leakable)

Gravity Stylo

SEND TODAY FOR DESCRIPTIVE CATALOGUE

The Shelbyville Desk Company

Stands for high quality as to Material, Workmanship and Finish. 88-page Catalogue now ready.

Shelbyville Desk Company, SHELBYVILLE INDIANA

A Reliable Accountant That Pays Its Own Salary

8 Col. Machine only $125

Weight 12½ lbs.

YOU cannot employ a more faithful accountant than the Mechanical Accountant because it is limited in its speed only by that of the operator, and it cannot make mistakes. It is constantly guarding you against accounting errors—alert to prevent miscalculations that might cost you money—and by its savings its cost is paid in a month.

It is the most rapid, most durable and most accurate calculating machine made—easiest to operate and most satisfactory for use in every office. It adds as quickly as the operator can read the figures. Just press the keys and glance at the result. Items are checked instantly, and can be corrected without going back over the work—there is no lever to pull—and there are no extra operations. The

Mechanical Accountant

costs less than half the price of any other standard machine on the market. It will increase the efficiency of every office, save clerk's time, cut down expenses and eliminate all possibility of accounting errors resulting in unnecessary financial loss.

Write for Booklet and Details of Free Trial Offer

It will pay you to investigate the time, trouble and money saving this highly efficient machine means to you. Let us put the Mechanical Accountant in your office for 30 days' free trial. Each machine is guaranteed for two years. Made in five capacities from $95.00 to $200.00 Write today for free booklet and full information.

Mechanical Accountant Company
17 Warren Street **Providence, R. I**

"AMFIL PLATEN SERVICE"

is the title of a little booklet, which, among other little things of interest and value to to you, contains letters of several of the leading dealers, who tell just how and why

AMFIL PLATENS

give them better service than the other kind.

Just in what particulars Amfil Platens differ from "the other kind," and what bearing these qualifications have upon the platen in use is told expressly in the booklet, which will be sent you upon postal request.

Write at once for this **First Hand Evidence** which will throw a new light on platen service, if you do not happen to be acquainted with the AMFIL quality.

The Ames & Filstead Co.

CHICAGO 508 S. Dearborn St. — NEW YORK 314 Broadway

DENVER 1649 Champa St. — SAN FRANCISCO 58 2nd Street

Special Representatives for Great Britain: Thrale & Beaumont, Kingsway House, W. C., London.

Merchandise Epicures

are created largely through the use of brands and trademarks. A trademark, or insignia, places the stamp of quality and individuality upon merchandise. This is particularly true of the Dealer, who can sell our New Process Carbon Papers and Inked Ribbons (for every conceivable purpose) in boxes BEARING HIS OWN NAME AND MARK. The advantages are many. Imprint goods always bring a higher price, they create and hold customers and they constantly advertise the dealer as enterprising and reliable. They eliminate competition.

Sell your own brand

For over **twenty years** we have been building business for the trade everywhere. We stand back of everything we make, guaranteeing full count, highest grade and expert workmanship. If you are not marketing your own goods under your own name and brand, you have a heavy handicap to overcome.

It costs no more

than goods without your imprint. Let us send you samples, prices and suggestions.

U. S. Typewriter Ribbon Mfg. Co.

Sansom and 8th Streets

Philadelphia, Pa, U. S. A.

Cable Address, MUSTR.

P. S.—Inquiries are invited from purchasing agents of large corporations who buy supplies in quantities.

Harrisburg, Pa.

E. T. Critchfield, formerly sales manager of the Johnstown, Pa., office of the Dalton Adding Machine Company, has been transferred to Harrisburg with offices in the Telegraph building. He is succeeded in Johnstown by Lewis C. Mattern.

Kansas City, Mo.

J. C. Walker, head of the Burroughs sales division of schools and colleges, represented his company at the Kansas City Business Show, November 20 to 25, assisted by Sales Manager Shelton and his selling force. Mr. Walker is also representing his company with an exhibit of Burroughs machines before the Missouri Valley Commercial Teachers' Association, Kansas City, December 1, 2 and 3.

Los Angeles, Cal.

E. E. Elliott has identified himself with the Los Angeles office of the Dalton Adding Machine Company.

New York, N. Y.

The Burroughs Adding Machine Company reports excellent results as being derived from leads secured at the recent Business Show. Some 15 or more sales have already been credited to the show, with more in prospect. General Manager A. J. Lauver and Assistant General Manager C. A. Forster each spent several days at the show.

Poplar Bluff, Mo.

Birney Dysart is now an active member of the executive board of the Dalton Adding Machine Company. Mr. Dysart has been serving as secretary of the Dalton company since its incipiency, but heretofore has not been actively engaged in the management of its affairs on account of his identification with a large brokerage company of St. Louis in the capacity of treasurer, which position he has held for a number of years. Owing to the expansion and development of the Dalton company, his secretarial duties have gradually increased until the point was reached where it was deemed expedient that he sever his connection with the brokerage company and devote his entire time to the interests of the Dalton company. He has consequently taken a desk in the main offices at Poplar Bluff, Mo. Mr. Dysart is a man of rare business ability and acumen and the Dalton company is fortunate in securing his uninterrupted services.

* * *

The promotion of Sam G. Dorman as a member of the advisory board of the Dalton Adding Machine Company is one of the recent changes in the management of that concern. For the past eight years Mr. Dorman has been superintendent of the Dalton factory and is a pioneer in the adding machine business. He has been engaged in the manufacture of adding machines for the past seventeen years, and probably no man is more thoroughly versed in this particular industry than is he. For a number of years he was superintendent of the Burroughs Adding Machine Company, which position he resigned to accept one of similar nature with the Dalton company. In addition to his new position, Mr. Dorman will also serve as superintendent of field inspection.

* * *

B. R. Webster, formerly of Chicago, has accepted a position with the Dalton Adding Machine Company as factory superintendent. For a number of years Mr. Webster was identified with the Wahl Adding Machine Company in like capacity and is largely responsible for the development of the device manufactured by that company. He also had charge of all things mechanical in the factory of the Elgin Watch Co. for several years. Mr. Webster has great mechanical ability and has an enviable record of achievement back of him in this particular line of work. He is highly pleased with the outlook of the Dalton and his decision to make this his life's work marks another advance step in its management.

* * *

The Dalton adding, listing and calculating machine was awarded a Grand Prix at the recent Exposition of Industries and Labor of the World held at Turin, Italy. The awarding of the Grand Prix to the Dalton at its first exhibition is unprecedented, owing to the rule that an exhibit of any kind at an international exhibition must receive its awards step by step until the top of the ladder is reached, which is marked by the Grand Prix. The Dalton exhibit was in charge of P. Castelli & Co. of Milano, who represent the machine in Italy.

San Francisco, Cal.

W. W. Erskine, manager of the San Francisco office of the Dalton Adding Machine Co., has just been on a visit to his companys' factory at Poplar Bluffs, Mo., looking over new materials. This company recently placed five adding machines with Heald's Business College of San Francisco.

* * *

W. W. Erskine, who represents the Dalton in California, was a recent visitor at the factory in Poplar Bluff. He reports an excellent business in California and the sales from his territory increase each month. The San Francisco aggregation occupy a prominent seat in the "Bald Headed Row" in the Dalton organization.

Sterling Desk Company

line of office desks both in roll and flat top will be on exhibition in Grand Rapids during January 1912 at 66-68 Pearl Street (opposite Klingman Bldg.) We will be pleased to have you call and to write for our new 1912 catalogue. Mailed to dealers only.

Sterling Desk Co.,

Grand Rapids, Michigan

One of the 32
Styles and Sizes of Cuspidors
made by

The Ireland and Matthews Mfg. Co.
Foot of Iron St., : Detroit, Mich.

COMMONWEALTH HOTEL

(Incorporated)

Opp. State House, BOSTON, MASS.

Offers rooms with hot and cold water for $1.00 and up, which includes free use of shower baths.

Nothing to Equal This in New England

Rooms with private baths for $1.50 per day up; suites of two rooms and baths for $4.00 per day and up.
Dining room and Cafe First-class, European Plan.

Absolutely Fireproof

Stone floors nothing wood but the doors.
Equipped with its own Sanitary Vacuum Cleaning Plant.
Strictly a Temperance Hotel.

SEND FOR BOOKLET

STORER F. CRAFTS, General Manager

HIGGINS'

Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter Paste
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N. Y., U. S. A. New York—Chicago—London

Known and Sold Wherever Rubber Stamps Are Used

'Excelsior" Self-Inking Stamp Pads

"New Departure Penetrative Ink" Pads

Volger's Indelible Ink Marking Outfits

Volger's Guaranteed Indelible Inks

Volger's Superior Stamping Inks
(In Bulk, Brush Bottles and Combined Ink and Distributor Cans).

Volger's Superior Sign Marker Inks

Volger's "Opake" Waterproof Ink for Stamping on Tin, Wood, Leather, Aluminum, Tracing Cloth, Etc.

Volger's "New Departure Quick Drying' Penetrative Inks
(Guaranteed not to injure Rubber Hand Stamps). Will stamp perfectly on paper, cotton goods, linens, leather, wood, and any surface that will absorb ink.

We supply, free of expense, samples of our specialties, electrotypes and advertising matter.

For upwards 25 years we have confined our efforts to the above Special Lines. Our reputation rests on the **Superior and Uniform Excellence** of our goods. Commercially, we enjoy the highest rating.

B. G. Volger Mfg. Co.

INCORPORATED
PASSAIC, N. J.
U. S. A.

Established 1884 Incorporated 1909

OFFICE SPACE IS MONEY—
Don't Waste It!

Every square foot of space in your office has value. Use it to the best advantage by installing

UHL ART STEEL
TYPEWRITER STAND AND CABINET

SAVES TIME RENT and MATERIALS and INCREASES EFFICIENCY.

DESCRIPTION: Rigid steel frame, absolutely indestructible, ample space for full week's supply of stationery Wood platforms—silent under operation, and easily moved when on casters, half turn of lever makes it rigid and immovable. Closes and locks at night.

15 Days' Free Trial

This stand occupies only 4 square feet as compared with the 10 square feet taken up by the old-style desk.

Dictate us a short letter telling us to send you one on a 15 days' *free* trial. Use your business stationery and state what position you hold. We fill order through our dealer or through your dealor if we have none, providing you will give us his name. If not satisfactory after *15 days free trial return to dealer and you will not be out one cent.*

Office Supply Dealers who will handle the line, write us for a special proposition.

THE TOLEDO METAL FURNITURE COMPANY, 2039 Dorr Street, Toledo, Ohio
Makers of Famous Uhl Art Steel Furniture

Typewriter Specialty Co.
152 Chambers St. - New York

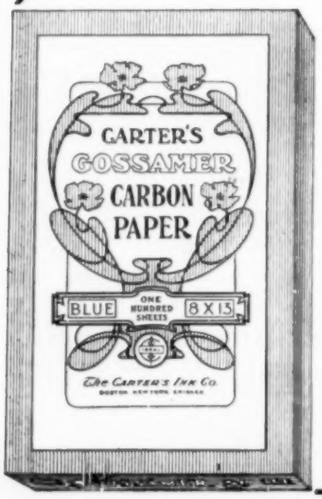
Manufacturers of Covers for Typewriters, Adding Machines, Duplicating Machines, etc., etc.

box 75c delivered. Samples and further information free. **The Detroit Coin Wrapper Co.,** 371 Harper Ave., Detroit, Mich. Toronto, Can.

CHAS. F. LAGANKE
MANUFACTURER OF
High Grade Specialties, Models and Experimental Work, Special Tools.
Card Building, 118 St. Clair Ave, N. E.
Correspondence Solicited. CLEVELAND, O.

To Make a Good Impression

upon your customers see that they are supplied with



Carter's Ideal Carbon Papers

a kind for every use. Clear cut impressions, longest wear, greatest number of copies and cleanest to handle. In every respect they are intended for and to be

THE BEST TRADE

Carter's Ideal Typewriter Ribbons are made of the finest materials to insure perfect satisfaction. Send for Carter's Codes—containing tables of Ribbon Dimensions and Interchangeable Ribbons.

THE CARTER'S INK CO.
BOSTON NEW YORK CHICAGO MONTREAL

The TYPEWRITER

(By Special Correspondence.)

Albany, N. Y.

Paul S. Jones, of the Remington typewriter office in this city, has recently entered the 5-year band of the Remington Roll of Honor.

Amsterdam, Holland.

The Amsterdam office of the Remington Typewriter Company supplied a member recently to the 10-year group of the Remington Roll of Honor, in the person of Joseph Klinkum, Jr.

Baltimore, Md.

A. F. Greene, in charge of the Remington typewriter office in this city, has entered the 5-year group of the Remington Roll of Honor.

* * *

City Salesman R. B. Smeltzer of the Oliver is showing the substantial evidences of his success as a quota winner this month. The assistant general manager of the company at headquarters put on a contest which was engaged in throughout the Oliver organization, and following his usual custom, Mr. Smeltzer won one of the prizes.

* * *

Miss M. H. Young, manager of the Oliver employment department, has been making new records from month to month and has perhaps won more "thank yous" from the stenographers and employers of the city during the past few weeks than ever before in the history of the Baltimore office. She puts vim and enthusiasm into her work and her highest delight seems to be in finding an opportunity to place one of her girls, or in supplying a customer's needs in the line of office help, even though he may not be a user of the Oliver machine.

* * *

President Williams of the Oliver Typewriter Company was in Baltimore a few days ago. He seemed well pleased with the progress being made by the Oliver branch office here, and spoke optimistically of the general outlook for business everywhere.

* * *

The local office of the Monarch Typewriter Company is in a flourishing condition. The energetic manager, George L. Sholes, has made his genial smile produce results. Many Monarchs have been placed in public schools, commercial schools and business houses this month, and there are bright prospects for more business next month.

* * *

Messrs. Wilson, Disney and Kerr, Monarch typewriter salesmen, are all filled with enthusiasm over the business secured this month, and expect to close 1911 with the greatest record they have ever had.

* * *

Owing to the increase in business it was necessary to increase the Monarch repair department force of the local office. Herbert Gernhart and Robert Morrow became the additional members of the force, and under the direction of H. T. Getsinger, foreman of the repair department, and his assistant, Gus Schudel, they are proving valuable.

* * *

J. I. Elliott of the Remington typewriter office in this city became a member of the 10-year group of the Remington Roll of Honor a short time ago.

Berlin, Germany.

Fritz Weiss, of the Remington Typewriter Company in this city, has the distinction of having served that concern for a quarter of a century. This length of service entitles Mr. Weiss to membership in the 25-year group of the Remington Roll of Honor.

* * *

Two more of the Remington typewriter men in this city have been honored lately by having the long-term badge of the Remington Roll of Honor bestowed upon them. They are Messrs. H. Neimeyer and Tolzmann, both of whom have recently entered the 15-year group of the Remington Roll of Honor.

* * *

The Remington Typewriter Company organization of this city has caused a number of changes in the Remington Roll of Honor list lately. Another name to be added to the 5-year group is that of Hans Hohne.

Brussels, Belgium.

Miss B. Sanders, J. Goessens and Laurent of the Remington typewriter organization in Brussels have recently entered the 10-year group of the Remington Roll of Honor.

Buenos Aires, A. R.

The Remington Typewriter Company is undergoing considerable expansion in South America. The follow-

Broome's Folding Typewriter Table

Made of oak. Golden or Mission finish. Complete with drawer and slide. $25.00 per dozen. 1 dozen to crate. Size: 17x32 inches, 26 inches high.

A MONEY MAKER FOR DEALERS
Write for our inter ing proposition

THE BROOME MFG. CO.
PERU, INDIANA

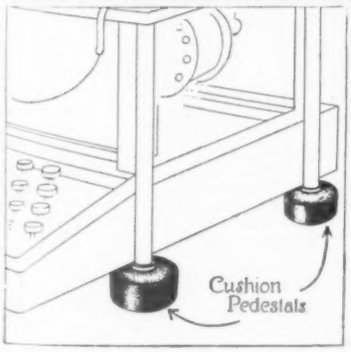
THE BOSTON GUARD PENHOLDER

Has No EQUAL for Producing MUSCULAR MOVEMENT.

An article of proven merit that acts automatically in teaching the correct principles of penmanship. Has been adopted in many private and public schools, and of thousands sold under a liberal guarantee, not one has ever been returned. Made in three sizes to fit any normal right hand.

Send for our circular and terms to dealers.

BOSTON SCHOOL SPECIALTY CO., 901 Wilder Building, ROCHESTER, N. Y.



STOP THAT NOISE

Our Sponge Rubber Air Cushion Pedestals positively *absorb all shock* and *deaden* the *noise* of any typewriter.

They lighten and improve the touch wonderfully—an immense help to the operator—and soon pay for themselves by saving wear and tear on the machine. Act just like pneumatic tires.

Agents and dealers will find this a live seller.

Write now for our proposition.

Michigan Office Appliance Co.
403-4 Sun Building. - DETROIT, MICH.

The Taft-Peirce Manufacturing Company

Woonsocket, R. I.

¶ We develop and manufacture high grade mechanical specialties on the contract basis.

¶ We have the largest establishment in the world in our line, conducted solely on the contract basis.

¶ We can handle any sized contract.

¶ Our proposition is particularly attractive to new enterprises.

¶ Send for our literature before building a plant of your own.

A Contract Figure Means An Assured Profit

THE

EMERALITE

WITH

Green Glass Shade

adds to the attractive appearance and efficient illumination of any office. The rich green glass outside plating diffuses a soft restful light. The pure white opal glass reflecting surface inside focuses the light exactly where needed.

"Kind to the Eyes"

The Emeralite shade will not tarnish or collect dust.

Emeralite lamps are designed to give uniformity of appearance to office equipment. Standards are heavily made and attractively finished in old brass or statuary bronze.

"They Sell on Sight"

Send for Booklet Describing these and 17 other Styles.

H. G. McFaddin & Co.
44 Warren Street, :: New York

THE MARK OF QUALITY HB

THE COMPLETE LINE

If you are in the market for ribbons and carbons, send us your order. We make everything known in these goods including **carbon papers, stamp ribbons, typewriter ribbons, carbon rolls,** also **transfer papers, typewriter oil** and **numbering machine ink.**

Get acquainted with us. You will find the goods and prices right.

J. A. HEALE & CO.
MANUFACTURERS
94 JOHN ST., NEW YORK

THE MARK OF QUALITY HB

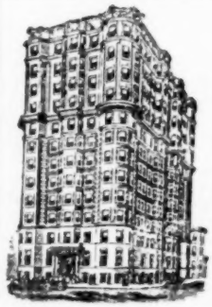
Form Letters

A perfect imitation of the typewritten letter with fill-in that can't be detected.

My Price is RIGHT

Carbon Paper. Typewriter Ribbons
Stenographic Work and Typewriter Copying

J. L. WALKER, 32 So. Clark St
Central 3468 CHICAGO ILL.



WHEN IN DETROIT STOP AT HOTEL TULLER

New and absolutely fireproof.
Cor. Adams and Park Sts.
In the center of the Theatre, Shopping and Business District.
Has large Convention Hall
Has Grand Roof Garden Cafe.
Music from 6 to 12 p. m.
Every room has private bath.
European Plan.
Rates $1.50 per day and up
L. W. TULLER, Prop.

BRIGHTEN UP Your Stationery in the OFFICE, BANK, SCHOOL or HOME by using WASHBURNE'S PATENT PAPER FASTENERS

75,000,000
SOLD the past YEAR should convince YOU of their SUPERIORITY.
Trade O. K. Mark
Easily put on or taken off with the thumb and finger. Can be used repeatedly and "they always work." Made of brass in 3 sizes. Put up in brass boxes of 100 fasteners each.
HANDSOME COMPACT STRONG No Slipping, NEVER
All stationers. Send 10c for sample box of 50, assorted. Illustrated booklet free. Liberal discount to the trade.
The O. K. Mfg. Co., Syracuse, N. Y., U. S. A. No 1B

MORTON'S ODORLESS TYPEWRITER OIL
The world's best lubricant for Typewriters, Adding Machines and all delicate machinery. Chemically pure, gumless and colorless
Write to-day for free sample and prices.
MORTON MFG. CO.
Louisville, Ky., U. S. A.
Export orders given careful attention.

Barnes of NEW YORK DESKS
372 BROADWAY N.Y.
Manufacturers of a Full Line of
Office Furniture

This Desk to Stationers Only
$18.00 Net

The Trade and Stationers Supplied at Wholesale Rates
SEND FOR CATALOG O
Sectional Office Partitions
Carried in stock for immediate delivery. Let us tell you how you can take orders for partitions without bother to you and at a good margin of profit.

ing appointments of representatives were recently made: Senor Francisco Rodriguez (hijo) at Salta, Senor Romano V. Solari at Pergamino and Senor Cesar Parada at Santa Cruz.

Cape Town, So. Africa.

The Remington typewriter office in far-off Cape Town has a man connected with it who has served the company for ten years. He is Mr. Tait and is now a member of the 10-year group of the Remington Roll of Honor.

Chicago, Ill.

A. J. Couse, for a number of years manager of the Chicago sales office of the American Writing Machine Company, has been made western sales manager for the wholesale department of the American Writing Machine Company at their new rebuilding plant in Plymouth Court. The work of fitting out this new plant is now going on and it is confidently expected that it will be in active operation on January 1. Mr. Couse brings to his new position the experience of many years in the typewriter business in all of its branches, and as he has a large acquaintance throughout the United States, his many friends will be pleased to learn of his promotion.

* * *

The Chicago branch office of the Monarch has been rearranged in a manner which adds to the efficiency of the different departments. The new employment department is attractive and convenient and that this is appreciated is evidenced by the number of stenographers and others making use of the same for registration and practice. This department is under the management of Miss J. C. Lappin, who has filled a large number of positions.

* * *

Harry A. Becker of the Monarch repair department in Chicago has been compelled to tender his resignation on account of ill health and is now traveling through the south and west. The boys extend their best wishes and hope to learn of his speedy recovery.

* * *

E. H. Schuneman, manager of the Pittsburg branch of the Monarch, and W. N. Somers of the Johnstown, Pa., office favored the Chicago branch with a visit.

* * *

Mr. Goebbels, formerly of St. Louis, but now of the Detroit branch of the Monarch, was a welcome visitor at the Chicago office.

* * *

R. H. Reeb, in charge of the Davenport office of the Monarch, called at the Chicago office to take up several matters of importance. Mr. Reeb has closed several sales of wide carriage Monarchs to the government offices in his territory.

* * *

P. P. Beebe has been appointed city manager of the Chicago sales office of the American Writing Machine Company, succeeding A. J. Couse, who has taken up the management of the Chicago rebuilding plant. Mr. Beebe has had considerable experience both in the mechanical and selling departments of this company, and ought to make good in his new post.

* * *

L. B. Armstrong, president of the Economy Typewriter Company, together with Ralph McCampbell and Mr. Hudgins were callers at the Monarch office. They control the South Bend territory and the large sale of Monarchs show how well it is done.

* * *

O. J. Carow, manager of the Burlington office of the Monarch, has requested his long postponed vacation. It is said that Mr. Carow was married on November 29.

* * *

W. A. Rotter, a typewriter man of considerable experience, is now enrolled with the Chicago branch of the Monarch.

* * *

G. R. Forsyth, cashier and bookkeeper of the Monarch Chicago branch, has made recent visits and an audit of the Peoria, Davenport and Burlington offices. He reports everything satisfactory, with lots of business in sight.

* * *

A. F. Hartwick has been employed as salesman by the Monarch in the city of Chicago.

Cleveland, Ohio.

A new Remington typewriter salesman to be added to the office of that company in this city is J. F. Coulter. Mr. Coulter was formerly connected with the auditing department of the Republic Iron & Steel Company, of Youngstown, Ohio.

* * *

Another salesman to be taken recently by the Remington Typewriter Company of this city is Ralph H. Smith, who was formerly credit man for the American Fork & Hoe Company.

* * *

L. D. Wood, an experienced typewriter salesman, has joined the sales force of the Monarch Typewriter Company in Cleveland.

* * *

C. W. Stillson is now representing the Monarch for

Booth

Felt Specialties

We make felt mats both plain and pinked edge, for typewriters, adding machines, and all other office appliances. Our felt mats deaden noise, eliminate vibration, protect office furniture, and facilitate moving of the various machines on the desks.

* * *

For the manufacturing end of the office appliance business, we make everything imaginable in the line of felt washers, oil wicks, buffers, basket felts lined with leather, rubbing and polishing felts, etc.

* * *

All our machinery for this cutting and punching work was built by us specially, for our own use, and our facilities are such that we can turn out anything in the line of felt for any purpose within a day or two after receipt of order.

* * *

If you have ever bought anything of this kind, and want our prices, send us a sample. If you have not used anything made of felt, and want to investigate, write us.

We Are Specialists In Felt

Use The Booth Brand

N. E. BOOTH

644 Pacific Street

BROOKLYN, N. Y.

IMPORTANT
To Typewriter Dealers

WE ARE NOW RECEIVING LARGE SHIPMENTS OF

VISIBLE WRITERS

and carry **constantly in stock a complete line**

COMPRISING

ALL MAKES and NUMBERS of VISIBLE WRITERS

As well as large stocks of the Old Standard Machines.

WRITE FOR LATEST QUOTATIONS ON

Underwoods — Remingtons — L. C. Smiths — Smith Premiers, Etc.

Our Latest Prices will Interest you.

TYPEWRITER EMPORIUM

(Largest Independent Dealers in the World)

Established 1892 — 32-34 W. LAKE ST., CHICAGO

BLICKENSDERFER Typewriters

Visible Writing

Light Action

Interchangeable Type

Back-Spacer

NEW No. 8 MODEL

Equipped with DECIMAL TABULATOR for which no charge is made

SEND FOR CATALOG THIRTY-TWO

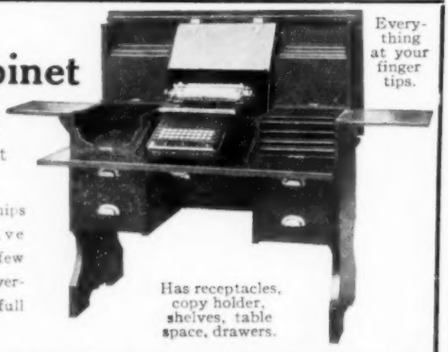
The Blickensderfer Mfg. Co.

STAMFORD, CONN.

THE
Byron Typewriter Cabinet

An Office Appliance Systematizing Typewriting

Has capacity of large roller top — yet closed is small and compact.



Everything at your finger tips.

Has receptacles, copy holder, shelves, table space, drawers.

Everything protected.

Active dealerships given exclusive protection. A few territories uncovered. Send for full information.

BYRON TYPEWRITER CABINET CO.

EXECUTIVE OFFICES:
So. Ionia and Prescott Sts., Grand Rapids, Mich.

FACTORIES
Grand Rapids, Mich. San Jose, Cal. Walkerville, Canada

Progressive Originators

SNELLING'S
Inked Typewriter Ribbon Cloth

Properly Inked — Non-Filling — Roll Lengths

BUY your ribbons on the Reel plan, saving the cost for individual making up of ribbons.

You are not aware of the saving until you write us for quotations.

At the same time ask for Our New Fall Catalog ready in Oct. It will be worth something to your Business education.

SNELLING & SON, Manufacturers
South Brooklyn, N. Y.
New York Milan London
Purveyors to U. S. Government

Johnson Patent Positioning Screwdriver

Patented August 25, 1908

This Screwdriver you will find to be indispensable for placing screws in inaccessible places on typewriters, adding machines and all like machinery, and is especially handy in all kinds of repair work. The blade is made of two pieces of spring steel, which, when in position, so press against the walls of the nick of the screw as to hold it in a perfectly rigid position, no matter how large or how small the screw may be, so that it can be driven up without dropping, as is frequently the case when the ordinary screwdriver is used. It is made n three different lengths, six, eight and ten inches, and each length in three different sizes, for small, medium and large screws. Any other lengths or sizes made on special orders. 60 CENTS.

THORP & MARTIN COMPANY
Typewriters, Parts, Platens, Tools and Supplies
BOSTON, U. S. A.

Our Perfect "DETROTYPE" Re-manufactured
TYPEWRITERS

by expert factory workmen are a surprise to everyone

REPEAT ORDERS RECEIVED FROM EVERY STATE
LOOK—WRITE—WEAR and GUARANTEED LIKE NEW
THE ONLY DIFFERENCE IS THE PRICE

Over 1,000 Machines in Stock, all makes | **Late Models, Back Spacers, 2 Colors**

Special Offer to Dealers—Illustrated Catalog "C" to all

DETROIT TYPEWRITER CO., Detroit, Mich., U. S. A.

the Cleveland office in Youngstown. He was formerly with the Hall Business College of Youngstown.

* * *

J. J. Lafferty, former collector for the Remington Typewriter Company of this city, has recently been promoted to the position of city supply salesman of the same office.

Detroit, Mich.

W. D. Hart, manager of the Monarch Detroit branch is well known in Monarch circles, having been formerly connected with the St. Louis branch of the Monarch. Mr. Hart has surrounded himself with a corps of competent salesmen, among whom are R. M. Taylor, a local man of considerable typewriter ability; A. W. Claire, former salesman of another typewriter company, and V. A. Goebbels, who was formerly connected with the Monarch office in St. Louis.

* * *

The Remington typewriter office in this city has recently made an addition to its staff in the person of L. G. Whitcomb, formerly of the International Correspondence Schools. Mr. Whitcomb will travel the northern Michigan territory.

* * *

Another addition to the Remington typewriter organization recently made here is Emory C. Schlicht, formerly manager of the Western Union Telegraph Company at Pontiac, Mich.

* * *

Sam B. Hall of the New York office spent ten days in Detroit in opening the Monarch branch and installing the repair department. Mr. Malleson, special representative from the executive office, made a flying visit to Detroit on his way from Cleveland to Milwaukee, and was pleased with the fine start made in Detroit. Louis Rung of the New York office of the company spent about a week with this office in the interest of the supply department.

* * *

The 10-year group of the Remington Typewriter Company's Roll of Honor was recently increased by the advent to its membership of Andrew Reid, Jr., of this city.

Fresno, Cal.

The Oliver typewriter took first prize and a blue ribbon at the Fresno fair.

Gothenburg, Sweden.

Miss Elsa Moller, who is a Remingtonian of this city, has recently made her advent into the Remington Typewriter Company's Roll of Honor in the 5-year band.

Gratz, Austria.

Another recent member of the Remington Typewriter Company's 10-year group of the Roll of Honor is Miss Anna Zaunschirm of Graz.

Harrisburg, Va.

D. P. Wine, local agent for the Oliver here, has been exerting some special efforts during the past few weeks and is meeting with success. He prides himself on being able to close deals without the assistance of the traveling general agent of the company, but always has a bunch of prospects for that gentleman when he comes around.

* * *

R. H. Tucker, the Oliver expert, spent several days in Harrisonburg and vicinty and went away happy over the results accomplished.

Kansas City, Mo.

The Kansas City sales office of the American Writing Machine Company has been breaking all records, under the leadership of that well known typewriter man, Captain B. E. Edwards, and his trusted lieutenant. They are also pushing the Monarch agency to the fullest extent.

* * *

J. A. Murray, formerly a well known typewriter company man at Joplin, Mo., has joined the Monarch sales force at Kansas City and was allotted the west bottoms territory.

* * *

E. W. Elliott, who has been traveling southeastern Kansas for a prominent typewriter company, has resigned his position to accept a Kansas City territory for the Monarch.

* * *

F. W. Wilson, who has been a successful typewriter man for some years, has taken charge of the supply department for the Kansas City sales office of the American Writing Machine Company.

* * *

W. J. Staunton is now holding the fort with the American Writing Machine Company. Mr. Staunton is considered one of the most capable typewriter mechanics in the business.

* * *

C. H. Becker has been transferred from Detroit to be assistant manager of the Kansas City office of the Oliver.

* * *

R. C. Oliver, who has been city salesman for the Oliver for several years, is still making new records in city business.

THE Tengwall FILE

REG. U.S. PAT. OFF.

We Manufacture on short notice
Loose Leaf Accounting Forms, Binders, Files, Ledgers and Price Books.
ASK FOR CATALOG

THE TENGWALL CO.
OF ILLINOIS

2952 SHEFFIELD AVE. CHICAGO, U.S.A. — 20 THAMES ST. NEW YORK U.S.A.

BENNETT'S
MEMORANDUM and
TRAVELER'S EXPENSE BOOK

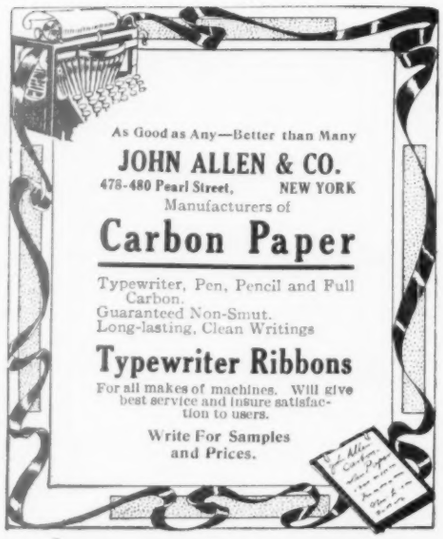
For keeping a Daily and Monthly Expense Account. Vest Pocket size. A page for each day in the month, also space for Collections, Receipts, Addresses, with Monthly Diary, Etc.

The Most Complete Expense Book Made

To introduce this Book I will send sample copy of Expense Book memo pad in a genuine leather case for **25c**

Money back if not satisfied. 12 books, a year's supply, in a neat box, with leather case, your name stamped in gold on cover, $1. Also Weekly, Personal, Family Expense Books.

E. W. BENNETT, New Britain, Conn. Agents Wanted



As Good as Any—Better than Many

JOHN ALLEN & CO.
478-480 Pearl Street, NEW YORK
Manufacturers of

Carbon Paper

Typewriter, Pen, Pencil and Full Carbon.
Guaranteed Non-Smut.
Long-lasting, Clean Writings

Typewriter Ribbons

For all makes of machines. Will give best service and insure satisfaction to users.

Write For Samples and Prices.

HIGHEST GRADE OF RUBBER GOODS ONLY

DAVOL
RED TREASURY BANDS

ELASTIC BANDS
"Red Treasury"
DAVOL PARA
AND
QUAKER BRAND
PURE GUM

ALL ABSOLUTELY GUARANTEED
WRITE FOR PRICES

DAVOL
1874 TRADE MARK 1911
THE STANDARD FOR ALL RUBBER GOODS

MANUFACTURED BY
DAVOL RUBBER COMPANY PROVIDENCE R.I. U.S.A.

Pneumatic Telephone Receiver Cushion

EXCLUDES ALL OTHER SOUNDS & RENDERS VOICE PERFECTLY DISTINCT. FITS ANY TELEPHONE RECEIVER.

WRITE FOR PRICES

The PHONE-EZE Telephone Bracket

Stays Put

Turns All Way Around

A child or a grown person standing or seated can use it.

Style—
A—Side of roll top desk.
B—Top of flat desk.
C—Side of flat desk.
D—Wall or partition.
E—Top of roll top desk.
F—Floor or station use.

Style F

Ask your dealer or write

SEELY OFFICE APPLIANCE CO.
114 Liberty Street New York City

Dealers:
No trouble selling

Twin Grip
PAPER FASTENERS

The one fastener that really does the work—fastens securely through every sheet—top, bottom, middle. Retails at 15c a handy little box of 100.

Write for free samples—5 sizes—to show your customers.

The De Long Hook and Eye Company
645 North Broad Street
PHILADELPHIA

Twin Grip
PAPER FASTENERS

THE RELIABLE
TIME STAMP

Like a watch but strong and durable. Most simple and accurate Time Stamp made.

Prints automatically and in a straight line, the **year, month, day, hour, minute, a. m., p. m.** Also address and six other different words, such as Rec'd, Sent, etc. Guaranteed for one year.

Stationers and office appliance dealers are making money with our machine. Why don't you?

Price
STYLE A **$18**

Reliable Time Stamp Co.
3 West Broadway, New York City.

This space in January will advertise our "Space Saver"
Something absolutely new
THE CLINCH CLIP CO., 192-96 Seneca St., Buffalo, N. Y.

MEILINK'S
Heavy Steel Plate SECURITY BOXES

are designed to fill the demand for a box in which to keep private papers which is more substantially built and equipped with a better lock than is provided in the ordinary "tin" box.

In the office, bank or home there is nothing which will provide any more safety than a Meilink Security Box.

We now make two lines—to suit every class of trade. Both lines are made 16 gauge steel plate, with reinforced steel corners, brass handles, etc., etc. The "100" line is provided with a paracentric pin tumbler all-brass lock, while the "200" line is equipped with a two tumbler cash box lock.

Length	Width	Depth	Weight	Style	Price	Style	Price
9⅜ in.	4¾ in.	3½ in.	4½ lb.	101	$6.00	201	$4.00
11 in.	7¼ in.	4 in.	6½ lb.	102	$7.00	202	$5.00
13 in.	11 in.	4 in.	9 lb.	103	$8.00	203	$6.00
14½ in.	11 in.	4 in.	10½ lb.	104	$9.00	204	$7.00

Each box is packed in tissue paper in a card-board box.

Dealers write for special discounts and prices on our complete line.

THE MEILINK MANUFACTURING CO.
TOLEDO, OHIO, U. S. A.

NONNAST TABLES

No. 312—MADE IN 9 SIZES
Ranging from Telephone Stand to 10 ft. Office Table.
Cut shows 36 x 24 inch size.

We build a complete line of Office and Directors' Tables in Oak and Mahogany.

Send for Our New Catalogue

LOUIS F. NONNAST
935-1025 No. Halsted St., Chicago, U. S. A

There were a number of A. G. M. quota winners on the Kansas City force in the recent Oliver A. G. M. contest.

• • •

E. N. Haddock, one of the old timers on the Oliver force, continues to secure a big number of signatures on the dotted line each month.

• • •

Fred K. Wilcox, Jr., of New York has recently taken an important sales agency for the Oliver and is securing exceptionally good results.

• • •

President Williams was a welcome visitor at the Oliver office during the past month.

London, England.

Among the recent Remington typewriter representatives to be appointed are Messrs. James Pollock & Sons, Ltd., of this city and Mombasa. This concern will represent the Remington Typewriter Company in British East Africa and the adjoining territory of Zanzibar.

• • •

Two people of the Remington Typewriter Company office in this city have lately been made members of the Remington Roll of Honor in the 5-year group: Miss M. Sayer and W. H. Hempsall.

Martinsburg, W. Va.

C. W. Boyer, Jr., son of the newspaper man who is so generally known in this section, has gone on the road for the Oliver. He is appointing some very capable local agents in this section and is optimistic as to the future.

Milwaukee, Wis.

E. O. Stumpf of the American Writing Machine Company at Milwaukee has been obliged to resign his position as manager on account of ill health. He has gone to Los Angeles, where he will probably make his permanent home.

• • •

J. George Davies of Milwaukee has been appointed manager of the Milwaukee sales office of the American Writing Machine Company, succeeding E. O. Stumpf, who has recently resigned. Mr. Davies is taking up the sales work with a great deal of enthusiasm, and we are confident that he will make good.

• • •

L. L. Gridley, senior salesman of the Milwaukee office, has closed a deal with a university in the city of Milwaukee, Wis., for a large number of machines.

• • •

C. H. Smith, the resident salesman of Madison, Wis., is meeting with very fine success in said city. The university in that city is buying a great many Monarch typewriters and it keeps him busy supplying said institution with machines. C. H. Smith is an experienced salesman and deserves all the credit he gets.

• • •

Manager Bothe of the Monach Milwaukee branch has just returned from a trip through the southern part of the state and reports favorably on conditions. The Monarch is making great headway and bigger strides every day all over the state of Wisconsin.

New York, N. Y.

The New York office of the Monarch has recently been renovated and rearranged to take care of the increasing business of the office. It was always considered one of the handsomest typewriter offices in New York city, and as it is now, it looks better than ever.

• • •

T. J. O'Looney, a typewriter man of wide experience, is now covering a metropolitan territory for the New York office of the Monarch.

• • •

F. W. Bartolomew, who has had several years' experience in selling typewriters, is now covering a Connecticut territory for the Monarch typewriter.

• • •

Joseph C. Chamberlain has been transferred from an up-state territory to a New York city territory for the Monarch.

• • •

During the past month the show window of the New York office of the Monarch Typewriter Company presented a handsome appearance, showing every model of machine made by this company, with a sign announcing "There is a light touch Monarch for every purpose."

• • •

The New York office of the Remington Typewriter Company was much pleased to receive a visit recently from J. A. Brower, the manager of the Remington organization of the branch office of Oklahoma City. Owing to ill health, Mr. Brower has been granted a leave of absence and will spend the winter in New York city.

• • •

T. T. Malleson, field representative of the Monarch Typewriter Company, was called to his home in the city of Brooklyn on account of the death of his father November 24. We extend to Mr. Malleson our sympathy in his bereavement.

• • •

A roll call of the Remington Typewriter Company's

No. 500

Queen Typewriter Desk.
(PATENTED)

42 in. wide, 24 in. deep. Typewriter base 26 in. high. Weight crated 100 pounds.

Two large drawers, a fine stationery cabinet with drawer, which is closed with door, fitted with lock, and extension slide directly beneath the top of pedestal, making the most valuable Typewriter Desk now on the market. Shipped complete with our latest patented copyholder, placing copy in direct line of vision.

In opening the door in pedestal the paper cabinet is brought directly to the front of desk, making easy access to the papers, etc. The back of the door is made flat, on which to place papers when the desk is in use.

Finish and workmanship guaranteed.

"MARYSVILLE"

A Complete Line of

OFFICE DESKS

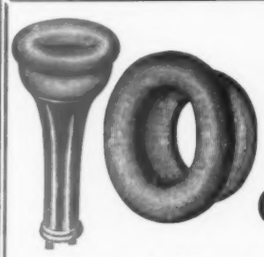
includes flat tops, roll tops, typewriter and bookkeeper's desks—each one a money-maker for dealers.

Our typewriter attachment No. 1, for which patent has been applied, will make any ordinary desk now in use a typewriter desk. Whenever the typewriter is not in use it disappears out of the way — no trouble whatever to set in place or put out of sight.

Write at once for catalogue of our complete line, prices, best dealer's discounts, etc.

(Patent applied for)

Marysville Cabinet Company
Marysville, Ohio



Don't Blame the Operator

Miller's Standard Pneumatic Ear Cushions will overcome 90% of poor telephone service. They fit the ear snugly and bring your far-away friend in talking distance.

Miller's Standard Pneumatic Ear Cushions mean the soothing comfort of telephone conversations—the elimination of all outside disturbances and that grinding, grating noise always connected with the hard rubber receiver.

Miller's Standard Pneumatic Ear Cushions are sanitary. They can be instantly detached and cleaned in a few minutes. They are made to fit any standard receiver and will last indefinitely.

If your Stationer or Rubber Dealer can't supply you, send his name, or order from us, enclosing 50 cents.

Agents Wanted

The MILLER RUBBER CO.
Dept. 2, So. High St., AKRON, OHIO. U.S.A.

Center Shaft Hollow End Pen Holders

PREVENT BLOTS AND INK-STAINED FINGERS

PRACTICAL — and Mechanically Right

CLAIMS:

Attractive finishes.
Symmetrical appearance.
Any style of steel pen exactly centered.
May be laid on desk or open book without pen touching.

DURABLE.

A Perfect Pen Holder that sells and gives satisfaction.

SEND for SAMPLES AND TRADE DISCOUNTS to

CENTER SHAFT PEN HOLDER CO., - - Hanover, Pa.

Account for Every LABOR MINUTE

Here is the one logical method of keeping an accurate account of when you received and when you sent out letters, orders, contracts, etc. It will avoid all disputes, as it records every minute of the day or night.

Absolutely automatic, requires no attention and is the only POSITIVELY ACCURATE register on the market

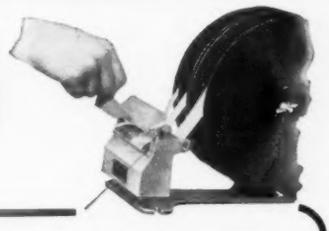
LIBERAL PROPOSITION TO LIVE AND RESPONSIBLE DEALERS AND AGENTS

—

WRITE FOR FULL INFORMATION

FOLLETT TIME REC. CO.
671 Hudson Street, NEW YORK CITY
Western Office: 126 Russ Bldg., San Francisco, Cal.

Detroit Tape Sealers



Approved and Adopted by the United States Government.

They make neater looking packages and save time in packing and shipping. They cost two-thirds less than tying with twine, and you can cut your paper smaller and hold it more securely.

Print your name and address on the tape and every package will be your traveling advertisement

Not the least among the advantages of using the Detroit Tape Sealer is the fact that each package has all the security of a seal. It cannot be tampered with in any way without the fact being known to the recipient.

DEALERS—Economize time, labor and money by taking advantage of the big opportunity this proposition offers you. You can use the sealer yourself to send out your own packages, and at the same time advertise the fact that you have these sealers for sale to all your customers. Your own sealer will pay for itself in the time and money saved, while every additional one you sell will mean a handsome profit for you.

Write at once for catalogue and prices and special discounts.

OLD COLONY SALES COMPANY (Dept. O)
Old Colony Building - CHICAGO

The Supremacy of Quality

is strikingly shown in our line of Carbons and Ribbons. It has won us a permanent place with the most discriminating dealers.

Are YOU particular? If so—you will appreciate the importance of getting the BEST at a SAVING in price.

Our brand names concisely tell the value of our grades.

"DISTINCTIVE" and "DISTINCTIVE LIGHTWEIGHT"

are the perfection of all that this word implies. Their finish and work "distinctively" prove it. Clean to handle and absolutely Non-Smutting, they make the neatest and most legible copies.

"MANIFOLDO"

fully exemplifies its name in its work. The measure of its worth is by comparison. It signally demonstrates its superiority every time for making the greatest number of legible manifold copies.

"GENERAL SERVICE" and "GENERAL SERVICE LIGHTWEIGHT"

aptly describe this particular grade. There are positively no better qualities made for general use at the price. Their enormous sale attests this.

Our other standard grades in Hard and Medium-soft finish will meet any specific requirement.

"TYPE-TAPE"

ribbons have "Made Good" on their merits. A trial will convince you why we can fully guarantee them to give perfect satisfaction.

Possibilities for increasing your profits await you in our line. To fully realize this —you must investigate. In your own interest —do so now—while the matter is before you.

Neidich Process Company

BURLINGTON - - - NEW JERSEY

salesrooms, taken recently, showed that there are no less than 555.

* * *

Another welcome visitor to the Remington typewriter office in this city a short time ago was T. A. Moross, the manager of the Remington branch office in Birmingham, Ala.

* * *

John C. Fisher is covering a Long Island territory for the Monarch.

* * *

J. M. Connolly is looking after the Monarch interests in a Brooklyn, N. Y., territory.

* * *

E. W. Gillice is getting the names of northern Jerseyites on the dotted line for the Monarch.

Newark, N. J.

Good-natured, big-hearted George M. Judd is still putting them over for the Monarch at Newark, N. J.

Norfolk, Va.

The Norfolk Typewriter Exchange and Supply Company, under the managership of Mr. Carnegie, an old typewriter man of broad experience and acquaintanceship, is landing some good business for the Oliver, as well as for other lines handled.

Ashland, Cal.

The interests of the Oliver typewriter in Oakland are being ably taken care of by W. L. Estabrook and C. M. L. Nelson. These gentlemen are making a nice record.

Paterson, N. J.

R. H. Clement is a live wire, representing the Monarch at Paterson, N. J.

Petersburg, Va.

Forrest W. Tucker, the Oliver man, is boasting of some decided victories he has recently won for the Oliver. He is frequently spoken of as "Mr. Oliver."

Philadelphia, Pa.

Harry D. Jacobs, manager of the Philadelphia branch of the Monarch Typewriter Company, is an enthusiast on the subject of window dressing. We doubt if there is another window in the whole city of Philadelphia that attracts more attention than that of the Monarch branch. Recently Mr. Jacobs has shown besides the beautiful display of Monarch machines, photographs of the Chinese revolution, photographs of the navy football games between the crews of the battleships "Idaho" and "Nebraska," photographs of the king of Italy and the sultan of Turkey, who at the present time are having a ltle controversy in and around Tripoli, and many other pictures of the happenings of the present day. It is estimated that several thousand people stop to examine the Monarch window every day.

Pittsburg, Pa.

R. A. St. Claire of Elmira, N. Y., has entered the sales force of the Pittsburg Monarch office. He has had selling experience and comes well prepared for a successful record.

* * *

W. N. Somers, manager of the Monarch sub-office at Johnstown, Pa., spent a few days the first of the month visiting old friends in Chicago.

* * *

E. H. Schuneman, Monarch manager at Pittsburg, made a flying trip to his old home in Iowa during the early part of November. He also spent a day in Chicago looking up old friends.

Portland, Ore.

The 10-year group of the Remington typewriter Roll of Honor was recently increased by the entrance to its membership of J. C. Elliott of this city.

Richmond, Va.

The Oliver is represented here by J. T. Lipford and his co-laborer in the Oliver cause, H. C. Scott, who is meeting with decided success. The Printype machine is very greatly helping the salesmen.

Rio Grande do Sul, Brazil.

By the Remington typewriter organization in this city, special representatives have been recently appointed in three cites, namely Pelotas, Bage and San Gabriel.

San Francisco, Cal.

The Oliver Typewriter Company is now at home in their new office, 368 Pine street. It is up-to-date in every way and follows the general scheme of all Oliver branch offices. Manager Hancock is more than pleased with the location and expects a large increase in business.

* * *

James D. Hoey, formerly manager of the Oakland office of the Underwood Typewriter Company, is now selling Royals in the San Francisco territory.

* * *

C. E. Peacock, one of the best salesmen on the coast, is now working with Bob Stiles selling Royals out of the company's office in Oakland, Cal.

* * *

Fred A. Bushee, who was formerly in business for himself, has joined the Royal forces and is covering the Sacramento valley.

Terrell's Steel Wardrobes

A sanitary office necessity at a popular price.

It is imperative that garments be kept in a neat, clean place, safe from intruders, disease germs and mice.

The **Terrell Steel Wardrobe** is designed especially for office use and will harmonize with the most elegant appointments.

It is made of heavy patent leveled furniture steel, and fitted with a combination lock (or key-lock if desired). It has a hat shelf, four two-prong enameled steel hooks, and a rod for clothes hangers. Finished in baked enamel, olive green, maroon or black.

FIRE-PROOF — It saves its cost in reduced insurance rates.

Compact, durable, low in cost and high in efficiency.

DEALERS

The special interlocking slip joints make it easy to erect these wardrobes when shipped K. D. Ventilation in door omitted when desired. With or without casters.

Can be sold easily to factories, schools, armories, lodges, clubs, and all other places where lockers are needed, as well as offices.

Write at once for catalogue, prices and terms.

TERRELL'S EQUIPMENT CO., Hilton Street, Grand Rapids, Mich.

Office Desks

Medium Priced
Durably Built
Conveniently Arranged
"Never-Stick" Drawers

DEALERS

We have been making a specialty of office desks for years, and have recently added a complete line of roll top, flat top, and standing SANITARY DESKS.

Dealers find this line a money-maker. It is popular in price and quality, with a good margin of profit.

NEW CATALOG JUST ISSUED. WRITE FOR ONE AT ONCE.

THE TELL CITY DESK CO.

TELL CITY, INDIANA, U. S. A.

You profit by our policy of specializing on the best Office Chairs

You get the high test results of concentrated effort in design and manufacture. This same policy of specializing also enables us to cut the expense to the minimum while maintaining and improving the quality of our product.

DEALERS

You will find the C. A. Cook Company's line of office chairs the biggest money-maker in your store. Each chair sold becomes a permanent advertisement for you.

Write at once for circulars and our special proposition to dealers for opening up new territory.

C. A. COOK CO.

Manufacturers

16-28 Osborne St., Cambridge, Mass.

SUPERIOR OFFICE CHAIRS

There is a fine, distinctive exclusiveness about Marble & Shattuck Chairs in both design and workmanship which places them far in advance of the times.

DEALERS

We have a money-making proposition to offer a dealer in each town who caters to the best business element in his community. Firms who can control large bank, corporation, city, county and state contracts should write us at once for full details regarding our proposition.

Catalog on request.

The Marble & Shattuck Chair Co.
CLEVELAND, OHIO, U.S.A.
Makers of Fine Chairs

CHICAGO OFFICE
304 South Wabash Ave.
FRED D. HILLS

NEW YORK OFFICE
815 Marbridge Bldg.
Herald Square
A. B. HUNN

Fully Repaired Typewriters

$3.50

Over the Rough Price

Each machine is equipped with a new platen. It is completely repaired, benzine cleaned, re-aligned, re-striped and re-varnished. ¶ You can't get AS GOOD a job anywhere else on earth for the money.

SEND FOR PRICE LIST OR GIVE US A TRIAL ORDER AT ONCE

American Typewriter Exchange
WHOLESALE DEALERS IN TYPEWRITERS

143 N. Dearborn St. CHICAGO, ILL

We manufacture the finest line of

Sanitary Steel Chairs

Typewriter, High and Low Desk—also Waiting Room Chairs and Counter Stools.

Ask for cuts and prices
They are right

The Celina Specialty Co.
Celina, Ohio

THE NATIONAL WEEKLY BULLETIN

IS NECESSARY TO YOUR SALES DEPARTMENT

BECAUSE

It is a complete classified list of all new corporations in the United States.

The National Weekly Bulletin has no Competitors

There is no other publication that attempts to give you a complete classified list of ALL new companies throughout the United States. The publishers of this magazine are using our bulletin and we can also refer you to some of the largest companies in nearly every line of business who will recommend our publication. There are approximately one thousand new corporations in the United States every week.

Write for sample copy and full particulars

National Sales Promotion Co., Publishers, Kalamazoo, Mich.

W. H. Fisher, formerly of the Remington typewriter organization of Sacramento, under San Francisco, has been recently promoted to the central country territory of the office in this city.

* * *

The San Francisco office of the Royal Typewriter Company won the October sales contest and is to have a banquet soon to celebrate the achievement.

* * *

T. C. McDonald, formerly one of the stars of the selling force of another typewriter company, has now taken the Oakland territory for the Smith-Premier Company and his first months' record with the latter's machine is a crackerjack.

* * *

W. L. Helvey, who until recently handled the Smith-Premiers in Salt Lake City, and before that sold the Underwood, is now selling Smith-Premiers in the territory south of Market street, San Francisco.

* * *

The second salesman to join the Remington typewriter organization in this city recently is J. A. Ramus. Mr. Ramus is a typewriter man of long experience. He has charge of one of the important city territories.

* * *

F. L. Richardson joined the city sales force of the Oliver Typewriter Company and is making a splendid start. He has a wide acquaintance in the city and also ability and enthusiasm.

* * *

Manager Bruckman of the San Francisco office of the Sun Typewriter Company reports that business men who have seen the new Sun Check Writer express great satisfaction at the simplicity and efficiency of the machine. By the first of the year, when a large shipment of the new machines will arrive on the coast, a vigorous selling campaign will be conducted from the San Francisco office.

* * *

H. E. Wilde, Pacific coast supervisor for the Remington Typewriter Company, is traveling in the northwest.

* * *

W. G. Cuthbertson of the auditor's office of the Remington Typewriter Company, New York, is in the city on his annual visit.

* * *

Traveler P. H. Stephens of the Oliver Typewriter Company, after a short absence on account of sickness in his family, is again on the road and is meeting with his usual success. He is one of the oldest travelers out of the San Francisco office.

* * *

H. M. Hayter has recently joined the Remington typewriter organization of this city, to take charge of the northern California territory. Mr. Hayter has had many years' experience in the typewriter business and has started out in his new territory with every indication of great success.

* * *

A. W. Ramsey now sells Smith-Premiers in the coast territory formerly covered by Kenneth Byron. Mr. Byron has gone east to market a patent typewriter desk which he has invented.

* * *

W. H. Fowler, formerly of the Smith-Premier Portland branch, is now covering the San Joaquin valley territory from the San Francisco office. Mr. Fowler makes his headquarters with his family at Fresno, Cal.

* * *

A. Elmer is a recent addition to the country sales force of the Oliver Typewriter Company. We understand that he is making good from the start.

* * *

Frank K. Crothers, formerly employed in the auditing department of the Southern Pacific Railroad Company, has joined the office force of the Remington company here.

* * *

William G. Crittenden, now special salesman for the Wahl Adding Machine attachment to the Remington typewriter, was formerly in the banking business and he finds his previous training a most valuable asset in successfully handling his new work.

* * *

The Typewritorium, Inc., has just received a shipment of the advance models of the E. C. Stearns & Company typewriter. This machine has a number of new improvements, among them an automatic ribbon reverse and a back spacer. A special selling campaign is soon to be started at the San Francisco office.

Scranton, Pa.

The Scranton Remington typewriter office supplies a member to the 5-year band of the Remington Roll of Honor in the person of Miss Jessie Newland, who was recently admitted to membership.

* * *

The manager of the Remington typewriter organization of this city, A. Roy Hart, has recently entered the 10-year group of the Remington Roll of Honor.

St. Louis, Mo.

Geo. M. Oyster, who has been with one of the lead-

Some Stationers and Some Office Supply Dealers Are Making Money Every Minute for Two Reasons.

1—They know what to buy, where to buy and how to buy

2—They know how to sell

This may sound simple to some of you who read it, but it is not so simple as it may sounds.

More buyers than you suspect never get as much as a "look-in" to inside prices and to the many hidden by-ways of saving money for the house in getting goods from the factory or jobber to the consumer, and More store managers than you suspect never get anywhere near to the hundred-and-one ways of adding a little here and a little there to the regular per cent of profit.

A former clerk for one of the biggest and one of the most advertised office supply concerns in the United States during the past four years has risen to the position of general manager.

That man can recite whole pages from the Managers', Buyers', Selling and Local Advertising articles in MODERN METHODS.

He is a "live wire." He knows where to look for suggestions that will help him to Manage, Buy and Sell to the best possible advantage. He knows when he is reading one of those articles in MODERN METHODS that that article was written FOR HIM and he knows how to get out of it all the good there is in it for him.

Every issue of MODERN METHODS containes articles carefully prepared by men who are well paid for their work and that is why they do it so well.

For $1.00 we send you MODERN METHODS one year and free and prepaid, a copy of Sherwin Cody's wonderful book "HOW TO DO BUSINESS BY LETTER" or a copy of Arthur R. Markel's great book, "COLLECTION LETTERS." Address

MODERN METHODS

38 R. & B. BUILDING **DETROIT, MICH.**

To the Trade We Are Offering Real Bargains in

UNDERWOOD TYPEWRITERS

These machines are always popular and are ready sellers. We have a large supply of them on hand, also a stock of all other makes of machines now on the market. They are in the rough, complete with all parts.

If you do not have our latest price list you are losing money. Write for same immediately.

YOUNG TYPEWRITER CO., Inc.
162 No. Dearborn St., CHICAGO, ILL.
All Makes of Typewriters at Wholesale

Make Your Own Plans for SUCCESS

WE have a place for you in our country-wide organization—an opportunity that will lift you out of the rut of the routine worker.

Don't make the same mistake this year that you did last—get in business for yourself!

There is an attractive career open for young men today in selling Republic-Dodge

DU-RA-BUL

Typewriter Ribbons and Carbon Paper

which will not only mean increased money-making ability for them, but which will develop them into well rounded, forcible business men.

Write at once for our special representative's proposition, which will hook you up with the greatest money-making opportunity in this office equipment field.

Republic-Dodge Mfg. Co.
Pearl and Prospect Sts.
BROOKLYN, N. Y.

UNION

RIBBONS and CARBONS

Make New Records

The increasing popularity of our

Summit, Apex

AND

Cyclo Brands

has necessitated a new factory and plant with double our former capacity. We now have one of the most modern, up-to-date equipments for turning out high-grade work.

The factory building has cement floors throughout. This means that there is no jar transmitted to the coating machines, making the paper uniform and regular.

Dealers who have not yet become acquainted with the fast moving UNION line should write at once for samples and full particulars.

Union Ribbon & Carbon Co.

9th and Thompson Streets

PHILADELPHIA, PA.

Chicago Office:

417 SO. DEARBORN STREET

ing companies in Oklahoma, is now with the Monarch's St. Louis office.

* * *

E. L. Isaacson, one of the best known and most popular typewriter salesmen in Missouri, has taken a city territory with the Monarch Typewriter Company. Mr. Isaacson has already "started the ball rolling" with several nice orders.

* * *

The new Catholic high school, which recently installed a solid equipment of 25 Monarchs, has opened with the most flattering prospects, and it is believed larger quarters will be necessary, before a great while, to accommodate the large number of students.

St. Paul, Minn.

A month ago the American Writing Machine Company opened a branch office at 89 East Fifth street, St. Paul, Minn., and have placed E. Johnson in charge of it. The business there has started off very well indeed and Mr. Johnson is quite enthusiastic over the outlook.

Sydney, N. S. W.

The 5-year band of the Remington typewriter Roll of Honor was recently increased by the advent to its membership of James Stewart of this city.

Syracuse, N. Y.

S. W. Crandall, president of the Monarch Typewriter Company, was in town the latter part of November. As usual, he was hustling at such a swift gait one would think he was running for his train.

* * *

The typewriter factories did not close down during the recent election as in former years, so far were they behind on orders. It is reported that contracts will soon be let for an addition to the present works of the Monarch typewriter, they being obliged to increase their output 40 per cent.

* * *

The Smith-Premier employes held their fifth annual ball on Thanksgiving eve at the Davis Dancing Academy. Employes of other typewriter factories in the city were invited and a great time reported by those in attendance.

* * *

Chas. T. Smith, a typewriter man of years experience, has resigned his connection at the L. C. Smith factory and accepted a position with the New York office of the Monarch.

* * *

Dean Clark, factory manager of the Smith-Premier works for several years, has resigned his poston, having accepted a place with the Yale Lock Company. His many friends in Syracuse wish hm the best of luck.

Vienna, Austria.

Mrs. Louise Chamrath of the Remington typewriter organization in this city has recently entered the 10-year group of the Remington Roll of Honor.

Zurich, Switzerland.

At a typewriting contest held in the city of Zurich recently, Max Bader of Solothurn won first prize in the third division and second prize in the fourth division. Mr. Bader operated a Monarch machine.

LATE ADDING MACHINE NEWS.

San Francisco, Cal.

George F. Kenny, formerly of this city, is now handling the Dalton adding machines in the Oakland territory.

* * *

W. W. Cooley, sales manager of the Burroughs Machine Company, San Francisco office, has fully recovered from his recent four weeks' illness and is back on the job again.

* * *

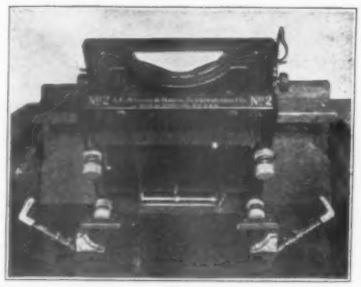
Walter Bishop Manny of the New York office of the Burroughs Adding Machine Company passed through San Francisco this month on his way to the Orient on an extended business and pleasure trip.

* * *

F. F. Wright & Company, agents for the Comptometer adding machine and the Elliott-Fisher billing machine, have moved into greatly enlarged quarters in the Bancroft building, 731 Market street. The former offices in the Monadnock building proved inadequate to the rapidly-growing business of this live concern and hence the new establishment. Two new men, B. F. Laflin and W. G. Traud, have also been added to the sales force.

Seattle, Wash.

C. V. Hathaway, auditor of agencies, Burroughs Adding Machine Company, has returned to Detroit. Mr. Hathaway, who has been on the Pacific coast for five months, making his headquarters at Seattle, Wash., reports great enthusiasm and glowing prospects in nearly all the places he has visited. The new Oregon agency, under Sales Manager Norris B. Gregg, is doing very well. F. D. Widle, formerly assistant general sales manager of the Burroughs company, who succeeded the late George R. Andrews, northwestern sales manager, with headquarters in this city, was duly installed in office by Mr. Hathaway some weeks ago.



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"SPRING CUSHION"
TYPEWRITER FEET

Reduce Noise to Same Extent as Were Machine Suspended in Mid-air

—Absorb all jar and DO NOT CAUSE KEYBOARD VIBRATION.
—The ONLY "cushions" made specially for each MAKE and MODEL—according to actual weight.
Permanent results guaranteed.

Table Sets $2.00 Desk Sets $3.00

Mailed on 10 days' trial.

Unusual opportunity for "live-wire" dealers and salesmen.

C. M. TURTON NASHVILLE, TENN.

SIMONSON
Patented Metal Tip Guides, for vertical letter files, card systems, and check files.

FREE
Samples will be sent on request.
Discounts to dealers.
R. A. SIMONSON & CO.
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CHICAGO, ILL.

Typewriter Demonstrating Stand. Comptograph Adding Machine on our Stand.

IDEAL
Tubular Stands

complete the usefulness and convenience of such office appliances as adding machines, typewriters, envelope sealers, stampers, letter duplicators, coin counting, changing and assorting machines, laundry markers, phonographs, dictation and transcribing machines, letter copiers and other office appliance machinery. They are compact, sanitary, stronger, lighter, more rigid, and in every way superior to any other kind of stand for business office use.

They are made of cold-drawn, seamless steel tubing, highly finished; trimmings nickel plated and feet are equipped with easy revolving casters, that will not mar the floor, or with nickel plated ball feet, or rubber tips.

The typewriting demonstrating stand, shown, has a revolving table top, which can be locked in position so as not to revolve, permits demonstrator to show all sides of machine without moving from one position. Every retailer of these devices should have them on his floor.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations.

The cuts herewith show but three of a great variety of Styles.

Our brands are used by most of the principal adding machine manufacturers and manufacturers of other business office machinery.

For further information and catalogue write the

Fowler-Manson-Sherman Cycle Mfg. Co.
Lake and Peoria Sts., Chicago, Ill.

Are You After British Trade?

If so, advertise in the "Stationer & Printer"—the paper read by the good class Retailer and Wholesaler.

Specimen Copy and Rates on Receipt of Post Card.

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MACHINERY
Hard Finish Carbon Machinery
15 years' experience

JOHN WALDRON COMPANY
NEW BRUNSWICK, NEW JERSEY

The Multicolor Press

It is the only machine on the market that will produce complete personal typewritten letters in three different colors at one operation.

It does this by printing the letterhead like a printer prints it, it typewrites the body of the letter with typewriter type and thru a typewriter ribbon, and it signs your name like you do it with your fountain pen.

Besides doing this kind of work, it will do all classes of commercial printing.

It is the most practical office printing press on the market.

It was built to do both duplicating and printing. It does not take up much room and any office boy or girl of average intelligence can run it after they receive our instructions.

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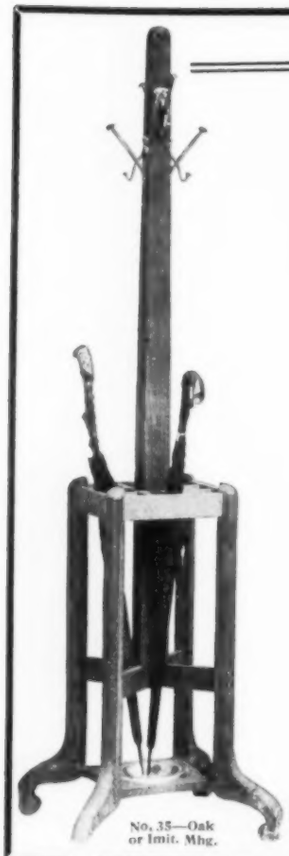
Factory and General Offices, Fresno, Cal.

Eastern Sales Division
12 W. 31st Street
New York

Central Sales Division
Plymouth Bldg.
Chicago, Ill.

Western Sales Division
366 Market Street
San Francisco, Cal.



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No. 559—42x96. Quartered Oak. Any Finish. Leg 4 inches.

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for this month. If you haven't received circular advise us and we will put you on our regular mailing list. Our office furniture catalogue illustrates

Costumers, Umbrella Stands, Waste Baskets, Toilet Cabinets, Office and Hotel Tables. Send for it.

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Is the most fascinating thing in business. It keeps human expectation alive every minute. You never know what the next mail will bring forth. You can hardly wait to get down to your office in the morning. Your dreams at night are of the next day's mail. The fellow who does not get mail orders, doesn't know what the acme of business pleasure is. The great possibilities offered by the **letter** has more to do than anything else with making business the greatest game men play. But to get results—and the contingent exhilaration of constant expectancy—you've got to learn the fundamental principles of scientific Letter Writing. There's no other way around. You can't guess at them. You can't wish for them. But if you will sign and send the attached coupon, we will at once send you a copy of Mr. Lytle's book—the best that has ever been written on this subject. It shows you so clearly that you can at once apply the principles it teaches to your business.

You can't afford not to have this book. And possibly the best offer of all is that we will enter your subscription to receive our splendid magazine, BUSINESS, every month for one year. Each issue of BUSINESS is worth a dollar itself; the book alone is easily worth a dollar; and the combination at only $1 is far too good to miss. So sign coupon and forward with remittance today.

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111 W. Fort Street, Detroit, Mich.

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TRADE OPPORTUNITIES.

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Automobiles.

The Linton Garage Co., Linton, Ind., 10, A. T. Custer.

Vinita Automobile Co. (MWR), Vinita, Okla., 10, M. R. Kapp.

The Ohio Mercer Sales Co., Dayton, Ohio, 20, Geo. A. Ware.

The Moore & Rigby Garage & Sales Co., Cleveland, O., 10, W. H. Moore.

The Ford Bros. Automobile Sales Co., Toledo, O., 10, Guy R. Ford.

Sacramento Motor Sales Co., Sacramento, Cal., 25, W. R. Gore.

Mechanics Motor Car Co., Detroit, Mich., 10.

South Shore Garage Co., Chicago, Ill., 12, Charles M. Mudge.

Colonial Sales Co., Manhattan, N. Y. C., 10, Benj. H. Stern, 149 Broadway.

The S. R. Manufacturing Co., Schenectady, N. Y., 50, Ralph J. Ury.

The Gilson Auto Co., Portland, Me., 10, L. C. Gilson.

Amplex Motor Car Co. of New England, Mass., 25, Isaac B. Spofford.

Merchants' Motor Car Co., 530 Essex Bldg., Newark, N. J., 500.

Amusements.

Hammond Orpheum Co., Hammond, Ind., 18, C. E. Bray.

The Spragg Amusement Co., Bellaire, O., 10, George D. Spragg.

The Coney Island Park Co., Cincinnati, O., 100, Chas. G. Brooks.

American Tanagla Electra Co., Manhattan, N. Y. C., 50, Jacob A. Canter, 25 Broad St.

Peck-Larter Amusement Co., Manhattan, N. Y. C., 50, Charles Gould, 5 Beekman St.

Albany Grand Theatre Co., Manhattan, N. Y. C., 10, Thos. F. Macmahon, 1402 Broadway.

Gem Motion Picture Mfg. Co., Manhattan, N. Y. C., 25, Louis Rosett, 29 Liberty St.

Auditing.

A. W. Smith & Co., Manhattan, N. Y. C., 100, MacFarland, Taylor & Costello, 65 Wall St.

Automobile Accessories.

The Start-O Company, Cleveland, O., 10, Hubert B. Fuller.

Michigan Auto Joint Co., Grand Rapids, Mich., 10.

Advertising.

The Krohmer Co., Chicago, Ill., 20, Chas. Mueller.

Manufacturers' Advertising Co., Boston, Mass., 50, John H. Blake, Prest.

Banking.

Greek-American Bank, Tarpon Springs, Fla., 15, Ernest Meres, Prest.

The Farmers' State Bank, Gould, Okla., 10, J. H. Bailey.

Farmers' State Bank of Kawkawlin, Mich., 20.

First State Bank, Leesville, Mich., 20.

Bank of Kaplan, Kaplan, La., 15, Dr. W. A. Poche, Prest.

Bank of Lumpkin Co., Dahlonega, Ga., 25, G. R. Glenn.

Beverages.

Southern Beverage Co., Augusta, Ga., 12½, Sidney Busbia.

Ulaca Beverage Co., Atlanta, Ga., 25, B. B. Braswell.

Brokerage.

Kelly Commission & Brokerage Co., Williston, N. Dak., 10, W. J. Kelly.

Elliott & McGrath, Chicago, Ill., 25, James J. Elliott.

The D. H. Hayden Co., Augusta, Me., 10, E. M. Leavitt.

Bakeries.

Matthael Bread Co. of Tacoma, Wash., 100, Wm. Mattjael.

The Campbell Bread Co., 15, Exchange Pl., Jersey City, N. J., 70.

Boots and Shoes.

O. A. Gibbs Shoe Co., Dover, N. H., 30 (M), Oliver A. Gibbs.

The Telling Capps Shoe Co., Wilmington, Del., 10 (M).

Bottlers.

Bradburn Bottlers' Supply Co., Los Angeles, Cal., 25, R. H. Bradburn.

Birmingham Bottle Supply Co., Birmingham, Ala., 10, H. I. Goldstein.

Shoudy-Burnham Co. of Ellensburg, Wash., 20, John A. Shoudy.

Building Material.

Empire Fireproofing Co., Manhattan, N. Y. C., 10, Weschler & Rothschilds, 135 Bdway.

Clubs.

Old Camp Solitude Club Co., Siloam Springs, Ark., 10, T. C. Churchill.

Yorkville Business Men's Assn., Manhattan, N. Y. C., 10, Jacobs & Slawson, 45 Bdway.

Clothiers.

Stuart Williams Co., Sacramento, Cal., 25, Stuart Williams.

Baxter Clothing Co., Grand Rapids, Mich., 35.

B. Kuppenheimer & Co., Chicago, Ill., 1½ mln., Samuel J. Kline.

El-Es System Co., Manhattan, N. Y. C., 20, Benj. Rich, 320 Bdwy.

B. Stern & Co., Inc., Manhattan, N. Y. C., 50, Abraham Stern, 31 Nassau St.

Torrey-Epstein Co., Boston, Mass. (M), 10, Louis H. Epstein, 1198 Blue Hill Ave.

Construction.

The Standard Structural Co., Cleveland, O., 10, P. H. Anthony.

The Model Building Co., Wilmington, Del., 60.

F. E. Newbery Electric Co., Chicago, 25, F. E. Newbery.

Oakland Construction Co., Manhattan, N. Y. C., 25, E. A. Whitney, 154 Nassau St.

Simplex Construction Co., Manhattan, N. Y. C., 20, Geo. W. Bailey, 116 W. 39th St.

Gray-Wimmer Co., Macon, Ga., 25, H. K. Burns.

Cleaning and Dyeing.

Los Angeles Vacuum Cleanig Co., Los Angeles, Cal., 10, P. G. Mueller.

Charcoal.

Sterlingworth Charcoal Co., Cambridge, Mass. (M), 20, Frank E. Bradbury, Prest.

Cold Storage.

The Consumers' Cold Storage & Canning Co., Lafayette, La., 50, John M. Keith.

Corset.

La Particia Custom Corset Co., Augusta, Me., 10, R. A. Scribner.

Commission.

The Zimmerman & Zimmerman, Inc., Wilmington, Del., 25.

C. A. Kerr & Co., Chicago, Ill., 30, C. A. Kerr.

Confectionery.

Greater Atlanta Confectionery Co., Atlanta, Ga., 10, Dionis Fortas.

Coal.

Hagel W. Coal Mining Co., Rock Island, Ill., 30, Chas. E. Fearons.

Central Illinois Fuel Co., Rock Island, Ill., 25, Frank M. Goddard.

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OF

Typewriter Ribbons and Carbon Papers

We want every dealer in the United States to try a sample of our Famous WORLD and TUXEDO brands of non-filling, climate-proof Typewriter ribbons and smutless carbon papers.

We know that a trial will convince you. Write at once for free samples and special dealers' propositions.

INTERNATIONAL CARBON PAPER COMPANY

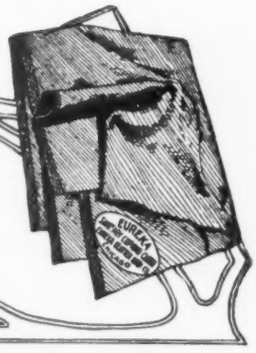
206 BROADWAY, NEW YORK, N. Y.

Western Distributing Branch, 22 Quincy St., Chicago

The Eureka Bath and Cloth

constitutes a perfectly sanitary system of letter press copies. The composition in the bath assures even distribution of moisture to the cloth, at the same time precluding bad odor, mustiness or mildew. The patent chemical surface cloth with non-raveling edge affords clean, clear-cut copies. **There are more Eureka Baths in use than all others combined.** The wire net in the composition makes them unbreakable. They are furnished in all sizes from correspondence to way bill. Sold through the dealers. *Write for Eureka Booklet.*

THE EUREKA BLOTTER BATH CO., CHICAGO, ILL., U. S. A.
6215-17-19 Wentworth Avenue



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Your Sales and Profits on Fountain Pens

will be greatly increased if you represent the MORTON LINE.

For over sixty years the name of MORTON has stood for **first quality.**.

Test the properties of our pens for yourselves.

They combine **highest quality** with **extremely moderate price.**

We make a specialty of **imprint** fountain pens.

We also make gold pens, gold and silver pencils.

Stop Letting Good Business Slip Through Your Fingers.

Write us for TERMS and PRICES AT ONCE. Special facilities for export trade.

J. MORTON 2 Maiden Lane NEW YORK

WANTS

NOTE—"Want" Advertisements are received for this department at 4 cents a word. Minimum charge one dollar, payable in advance. Only legitimate advertisements received, and those relating to trade necessities.

HELP WANTED.

WANTED — EDISON BUSINESS PHONOgraph salesman. Business Phonograph Company, Suite 1309, Ford Bldg., Detroit, Mich.

WANTED — OUTSIDE COMMERCIAL STAtionery salesman for large city in middle west; prefer one with experience in the printing line also. Address D-13, care of Office Appliances, Chicago.

TRAVELING SALESMAN WANTED — EXperienced loose leaf man to sell binders and metal parts to dealers; liberal pay to man of national reputation. C. E. Sheppard Co., 82 Fulton St., New York.

WANTED—GOOD TYPEWRITER REPAIRER. State on what machines most experienced. Steady position and good inducements for a good man. Apply soon as possible. Address B-13, care of Office Appliances, Chicago.

TYPEWRITER SALESMEN WANTED BY one of the leading typewriter branch offices in Boston, Mass. Address G. M. W., care of Office Appliances, Chicago.

WANTED — FIRST-CLASS FILING DEVICE and furniture salesman in large Southern city. Give references and also state what previous experience and what salary expected. Address X-14, care of Office Appliances, Chicago.

WANTED — SALESMAN TO SELL OFFICE supply trade high grade line of office chairs. Big variety, large factory, best facilities. Address O-12, care Office Appliances, Chicago.

SITUATIONS WANTED

YOUNG MAN OF COLLEGE EDUCATION and who has had eight years' experience as an office specialty salesman and who has made good, desires connection with some reliable firm as salesman in Japan, China or South America. At present employed and services entirely satisfactory to employer. Can furnish best of references as to character and ability and am willing to show results. Address HHH, care of Office Appliances, Chicago.

WANTED — POSITION AS MANAGER OF branch office supply business or responsible position as outside salesman, by an experienced and capable man who has a thorough knowledge of this business in all its branches. Address J-13, care of Office Appliances, Chicago.

YOUNG MAN, EXPERIENCED IN LOOSE leaf, vertical filing and office methods, wants to connect with high grade manufacturer in this line. Either sales or executive position will be considered. Address X-15, care of Office Appliances, Chicago.

SUCCESSFUL SALESMAN WITH VALUABLE experience in selling wood and steel filing devices and office furniture, card systems and loose leaf records, wants position as manager of a department handling this line, with some up-to-date office supply company or furniture house. Address K-13, care of Office Appliances, Chicago.

EXPERIENCED STATIONERY SALESMAN who is well informed in the commercial line throughout, having had twenty years' experience with one of the largest bank supply houses in the Southwest, fourteen years of same as traveling salesman, wishes a position as manager of department or city salesman in the City of New York. Best of references. Giving up good position to make change. Address G-13, care of Office Appliances, Chicago.

A SUPERINTENDENT, PRODUCTION SPEcialist, having over nineteen years of machine shop, assembling and office experience on interchangeable and mechanical specialty manufacturing, such as typewriters, electrical instruments, etc., wants to make connection with first-class concern. Understands scientific management, and capable of planning and executing factory work with best economy. Age thirty-five. Over seven years' experience in executive positions in typewriter factories. Address C-17, care Office Appliances, Chicago.

FACTORY SUPERINTENDENT, FIRST-CLASS practical mechanical engineer of proven ability, high school-trade school education, German; nine years of practical shop work from machinist to foreman; eight years as general factory superintendent handling up to 300 employes; factory systematizer, cost and piece work, tool designer, labor saving devices; handle complete factory at lowest cost; skilled or unskilled labor; extra fine interchangeable or rough heavy work; up to date in every detail in manufacturing plant; expert in adding machines, typewriters, bedsteads, railroad supply, auto supply, novelties, sheet metal work, steel tubes, electrical instruments, loose leaf, etc.; position with more than plenty of work considered only and a concern with not less than 100, prefer up to 1,000 men; I have broadest of practical experience, best of education, am an exceptional hard worker and have made good in every position; at present engaged. Address Y-12, care Office Appliances, Chicago.

TYPEWRITER REPAIRER UNDERSTANDing most of the leading machines is open for engagement, at home or abroad. Spanish spoken. Address K-12, care of Office Appliances, Chicago.

FOR SALE.

$2,000 CASH BUYS WELL ESTABLISHED and profitable typewriter exchange and supply business in large growing western city. For further information address N-14, care of Office Appliances, Chicago.

TYPEWRITERS; EVERY MAKE; $8 UP; time; rent applies. Also motorcycles; phonographs. Knight's, 215 12th, St. Louis, Mo.

FOR SALE — TYPEWRITER EXCHANGE doing largest cash business in Middle West city of 250,000; sell for about $2,500, including large rental list. Address A-18, care of Office Appliances, Chicago.

FOR SALE—NEW AND SECOND-HAND OFfice machinery and devices of all kinds and makes, including duplicating machines, addressing machines, folding machines, envelope sealers, stamp affixers, time recorders, gum tape sealers, pencil sharpeners, check protectors, etc. Also supplies. Write us before you buy. We have several real bargains. Collins & Co., 1324 Arch St., Philadelphia, Pa.

FOR SALE—ONE POWER DRIVEN MULTIgraph; used sixty days. Big discount. Mr. Albright, 211 N. Tenth St., St. Louis, Mo.

BUSINESS OPPORTUNITIES.

WANTED—OFFICE APPLIANCE AGENCIES, also independent salesmen with requisite capital for stocking agencies. A machine, selling at over hundred dollars with an individual salesman's record of over two machines a day is to be placed with exclusive agencies in all the large cities before advertising campaign is opened. Our unique trial contract permits you to try the wonderful selling powers of this machine before you drop an unprofitable line. Address Y-10, care of Office Appliances, Chicago.

MISCELLANEOUS

C. L. PARKER, PATENT ATTORNEY. EXexaminer U. S. patent office, 972 G Street, Washington, D. C. Inventors' hand book, "Protecting, Exploiting and Sellings Inventions," sent free upon request.

LEARN TO WRITE ADVERTISEMENTS EARN 25 to $100 A WEEK

We can positively show you by mail How To Increase Your Salary Book mailed free. Page-Davis, Dept 27, Chicago Ill.

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Sticks instantly. Pure white. Will not discolor. Never dries out. The ideal paste for office and for general pasting.

For Sale by All Leading Stationers

The Original Water-well Jar

SANFORD MFG. CO.

CHICAGO NEW YORK

The Kalamazoo Is Made for *Your* Business

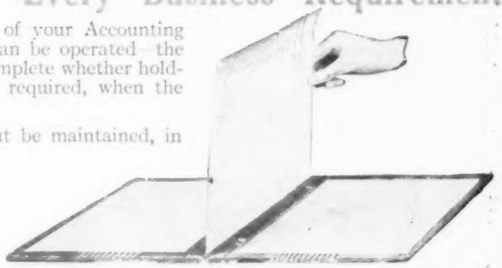
The Kalamazoo binder and Automatic Index is so extensive and flexible in its uses that it fits perfectly into every business. No matter what peculiar requirements you may have, or whether we are acquainted with the systems in use in your office, it is a positive fact that there is a Kalamazoo for you, for

The Kalamazoo with 1000 leaves has 3-inch extra expansion

There Is a Kalamazoo for Every Business Requirement

The "Kalamazoo" Binder will increase the efficiency of your Accounting Department, on account of the rapidity with which it can be operated—the simplicity of the mechanism, the binder being always complete whether holding 1 sheet or 1000—no adjustment of any kind being required, when the capacity of the binder is increased or decreased.

The alignment of the sheets cannot only be obtained, but be maintained, in the "Kalamazoo" binder—no matter how the sheets may be handled; even though carelessly placed in the book, they can be jogged into alignment in a manner that can be done in no other Loose Leaf Binder made today.



One sheet in the Kalamazoo, yet the book is complete

The Automatic Index eliminates the use of projecting leather tabs or cut-out sheets, thus saving considerable expense and storage room in the binder and making it unnecessary to carry sheets of a certain cut to meet the requirements in a cut-in index. The accounts can be indexed with a few strokes of the pen, and no further indexing is ever required on that sheet, as, when the sheet is transferred it is indexed automatically.

Our new style binder, "The Kalamazet" which is made for light work or for Catalogue purposes, is constructed along the well-known lines of the "Kalamazoo" binder, is extremely thin and light and very durable, possesses the Automatic Back feature, which is so popular in the Kalamazoo binder.

Our Efficiency Bureau will work out any problems you may have in your Accounting Department without any charge to you. This feature is very valuable, and we hope to have the pleasure of serving you.

The "Kalamazoo" products are now being handled over the entire country by the very best Stationers, and by our own Branch Offices.

Submit all your problems to us and **remember that there is a Kalamazoo for every business requirement.**

NOTICE TO DEALERS If you are desirous of handling the "Kalamazoo," take it up with us at once and, if your territory is not already covered, we will talk to you about an agency.

Kalamazoo Loose Leaf Binder Co., Kalamazoo, Mich.

GEO. P. WIGGINTON, Gen. Mgr.

Facts About Oliver Typewriter
LOCAL AGENCIES

For the benefit of hundreds who want to know the basis on which appointments to Local Agencies of The Oliver Typewriter are made and the money-making possibilities of such agencies, we submit these facts:

The Local Agents' sales organization of The Oliver Typewriter is made up of a force of 15,000 men. This sales force, great as it is, is constantly receiving additions because of the remarkable expansion of our business and the vast territory which must be covered. It is at the present time the strongest and most successful selling organization in the typewriter industry.

Believing, as we do, in the principle of intensive cultivation, we appoint Local Agents in the smallest towns and villages as wells as in the great trade centers of the country.

This policy has built up an organization that is unique in many ways, but conspicuously so in the fact that its units are drawn from a multitude of different classes.

Instead of selecting only those who have had experience in selling various lines of merchandise we *waive* that qualification in favor of inherent *ability and willingness to learn.*

We assume the responsibility and expense of providing the necessary training in practical salesmanship in order to secure men of the right stamp.

We have found that men who are ambitious to *succeed*, men who are willing to *learn* and are possessed of *good hard sense*, make the best Local Agents.

One need not have a silver tongue to sell Oliver Typewriters—just know the machine, believe in it, *fight for it!*

Nothing can withstand such salesmanship, applied to such a product.

Did space permit we could cite many instances to show how telegraph operators, clergymen, bankers, mechanics, clerks, teachers, printers, lawyers and tradesmen have done wonders as Local Agents for The Oliver Typewriter.

Local Agents are not required to devote their entire time to the work. Men who are engaged in some other business or occupation can take on a Local Agency for the Oliver Typewriter without sacrificing their interests. This plan enables men now employed on salaries or engaged in business enterprise to materially *increase their incomes* without assuming the slightest risk.

The man who takes the Local Agency for The Oliver Typewriter has nothing to lose and everything to gain.

But look what we risk when we give a man the exclusive agency of The Oliver Typewriter in his locality.

We risk the *profits* which may be lost through the agent's neglect or inefficiency, for every town, however small, has definite sales possibilities.

We risk our prestige, for the Local Agent has our honor in his keeping.

The Local Agent makes on every sale of new Oliver Typewriters in the territory assigned, during the full life of the arrangement, even though our travelers may help him or make sales independently of him.

Because of the risks we assume in tying up exclusive territories with Local Agents, we exercise the greatest care in an effort to "pick the winners."

How It Pays

The Local Agency for The Oliver Typewriter, considered purely from the standpoint of its *money-making possibilities*, is exceedingly attractive. We set no limit to earnings. Where the field warrants a man giving it his undivided attention, the agency can be made to pay a handsome income. The man who gives only *spare time* to the work can easily make it pay.

The young man in the small town or village who wants to get out into the great world, who seeks broader opportunities, is fortunate if he succeeds in securing a Local Agency for The Oliver Typewriter.

He becomes an integral part of a business of world-wide proportions.

Printype—
OLIVER
Typewriter

The Standard Visible Writer

A business where ability commands a premium.

Men who started as Local Agents for the Oliver Typewriter are today officers of the company.

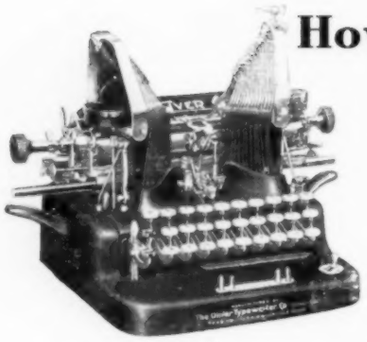
The Local Agent's work brings him in contact with one of the most progressive and successful sales organizations in the world.

Think of the inspiration, the enthusiasm, the incentive to *succeed* that come from this vital contact with a 15,000 man-power sales organization!

The business man who takes up the Local Agency as an auxiliary to source of income can apply to the promotion of his own business the knowledge gained from this great force of sales experts.

Our famous "17-Cents-a-Day" Plan of selling Oliver Typewriters is a powerful aid to Local Agents.

With this splendid machine, our best product, offered on such tempting terms, the Local Agent *must* succeed if he puts forth proper effort.



How to Secure a Local Agency

Applications should be forwarded by mail direct to Agency Department.

There are still a large number of towns where we have no Local Agent. There are other towns where The Oliver Typewriter is not represented satisfactorily. If there is no opening in your immediate locality, we will find a place for you elsewhere if you are the man we want.

You will readily understand the necessity for immediate action. Every mail brings a large number of applications, and Local Agency assignments are being made as fast as we find properly qualified men.

If you want to better yourself in 1912 *now is the time to act.*

Address Agency Department (141)

The Oliver Typewriter Company

Oliver Typewriter Bldg. 93 Dearborn St., Chicago, Ill.

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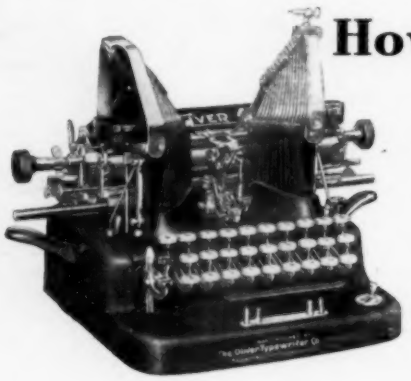

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Oliver Typewriter Bldg. 93 Dearborn St., Chicago, Ill.